

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg.
New York: 115 Broadway.

Toronto: 143-149 University Ave.
London, Eng.: 88 Fleet St., E.C.

Winnipeg: 34 Royal Bank Bldg

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, SEPTEMBER 30, 1911

NO. 39

ANVILS BITS

HENRY BOKER

MANUFACTURER
OF
ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

pliers Vices

For Sale by Leading Wholesale Houses.

"The Metal Worker's Favorite"



"QUEEN'S HEAD"

Galvanized Iron

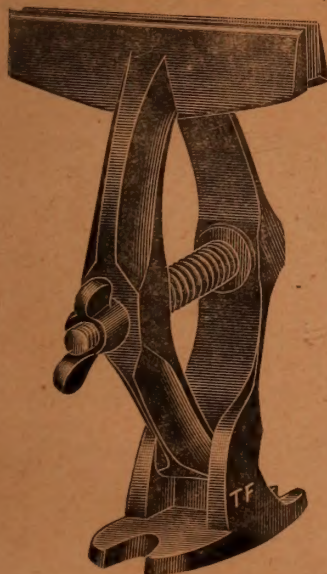
Do you stock it for him?

John Lysaght, Limited
Makers

Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal

Managers Canadian Branch



"Taylor-Forbes" SAW VISES

are good year-round sellers, at the same time allowing the dealer excellent profits.

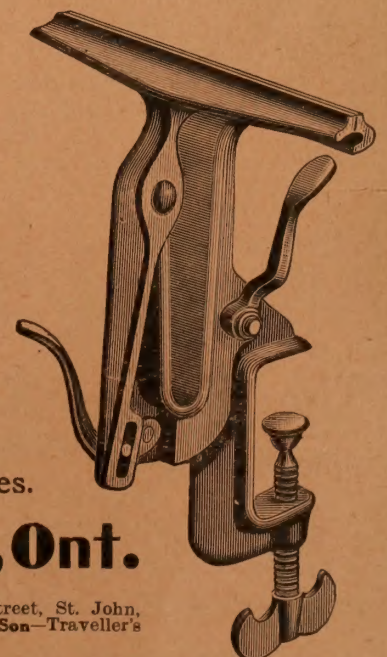
They are made of cast iron with malleable clamps and levels and are the most durable and convenient vises on the market.

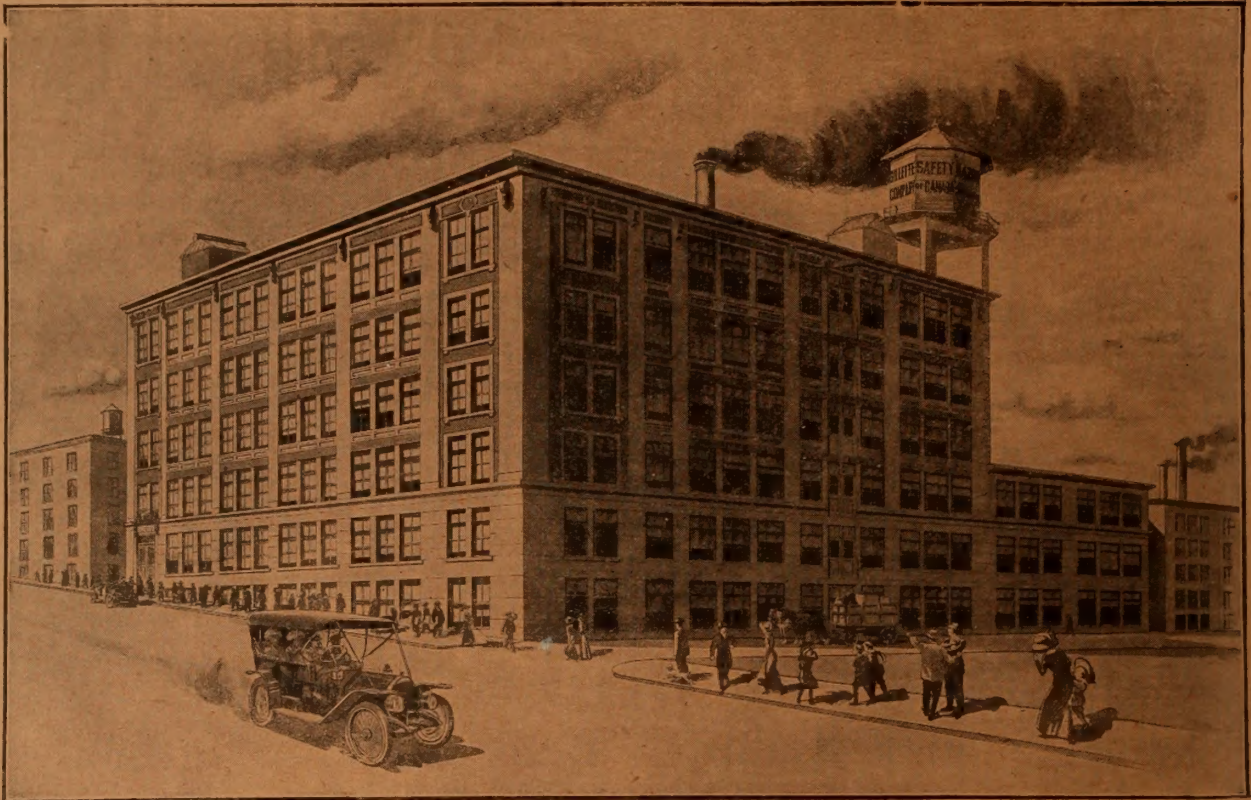
Our goods are all guaranteed to meet the requirements of the most critical user.

Ask your jobber to show you a few of Taylor Forbes specialties.

Taylor-Forbes Co., Ltd., Guelph, Ont.

REPRESENTED BY:—Taylor-Forbes Co., Ltd., 246 Craig St. W., Montreal; H. G. Rogers—53½ Dock Street, St. John, N.B.; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C.; H. F. Moulden & Son—Traveller's Bldg., Winnipeg; Canadian United Mfrs' Agency, London, England.





The New Canadian Home of the GILLETTE SAFETY RAZOR

In reproducing here the Architect's drawing of our new factory, now being erected, we wish to thank you and the whole trade for the enthusiastic co-operation which has made this building necessary and possible.

While we have unlimited faith in the GILLETTE Safety Razor, and some confidence in our ability to make it right and push it vigorously, at the same time we realize that the success of the GILLETTE depends on your good-will.

Our confidence in the future of the GILLETTE Safety Razor is shown by our investment of between two and three hundred thousand dollars in this five-storey factory building. It is being constructed entirely of re-inforced concrete, and will be 105 feet in frontage by 78 feet deep, with light on four sides.

One reason why we tell you this just now is that we expect to move into the new building in November. That will mean partial shutting down for a few days at the very busiest season. We are working as hard as we can now to get you stocked up for the Christmas rush before moving, and we want you to be

Please figure out, as soon as you possibly can, what you will need for the busiest Christmas season yet, and send along your order *early*. Even if you do not want delivery for a month or six weeks, let us book the order now and plan accordingly. That will give us a chance to get you supplied, and save you from any inconvenience owing to our enforced shut-down. We will appreciate this very much.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory

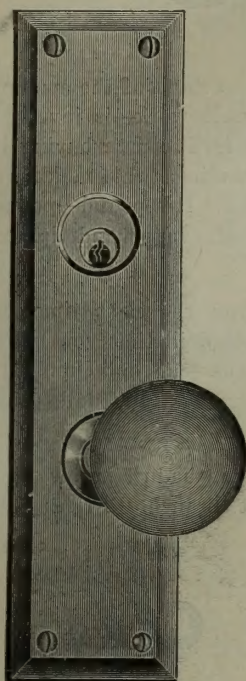
63 St. Alexander St., Montreal

Offices also in NEW YORK, CHICAGO, LONDON, ENG., and SHANGHAI, CHINA

Factories in Montreal, Boston, Leicester, Berlin and Paris



Mr. Hardware Merchant



If you want quality,
combined with price,
you cannot do better
than to buy

B. H. & L. Mfg. Co.'s

line of

Builders' Hardware

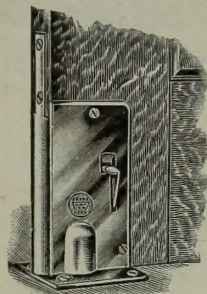
We especially re-
commend to you our
bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED ONTARIO



TRADE BUILDING

Have you a stock of Spring Hinges that
have distinctive selling features which your
salesmen can offer and which would make
the prospective purchaser
buy them and no other?



**Chicago "Relax"
Spring Hinges**

are in great demand. They
are substantial in construc-
tion and readily applied.
The EXCLUSIVE FEAT-
URE of spring action
release, allowing the door
to be placed at any desired position and auto-
matically re-engaging when the door is
closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes
the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

These Two "YANKEE" TOOLS

are Catching the Mechanics

Same tool as the popular No. 30, but
with a Spring inserted in the Handle
to drive the spindle back quickly,
ready for the next push. A great
advantage for overhead work or
where only one hand can be
used. Takes all the Attach-
ments used in the
No. 30.

**Quick Return
No. 130**



**"YANKEE"
Push Brace No. 75**

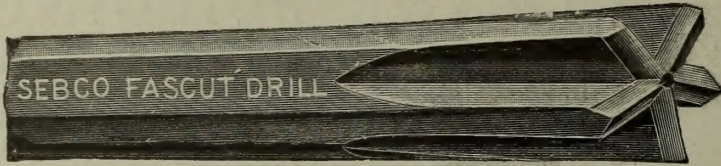
Bores $\frac{3}{8}$ " holes in any kind of wood
in half the time of a Bit-Brace and
does it easier. Drives and draws screws---
takes all the small tools and works in close quar-
ters where a Bit-Brace cannot be used. Bearing down
on the Handle drives it with that quick and easy motion of
the "Yankee" Spiral Driver. **These Are the Coming Tools.**

Better let your Jobber quote at once.

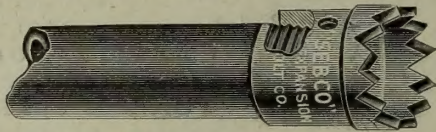
NORTH BROS. MFG. CO.

Philadelphia, Pa.

"SEBCO" DRILLS



None but the best grade of steel is used; tempered to meet every condition, and finished as a good tool should be.



One piece of gas pipe will fit Six Different Sizes of "SEBCO" Drill Heads

Have you ever stopped to think of the amount of work—good, strong muscle work—is involved every time you sell a drill? The man buying it takes it out and starts pounding away, making a hole in a brick or stone wall. It's pound—pound—pound—using up loads of energy and dollars of time.

Now isn't it up to you the next time he comes around to give him a drill that you know will make the hole quicker, cut out hundreds of those "pounds" and some of the dollars of time?

We leave it to you if you hadn't better send an order to our nearest branch. Prices are right.

STAR EXPANSION BOLT CO.

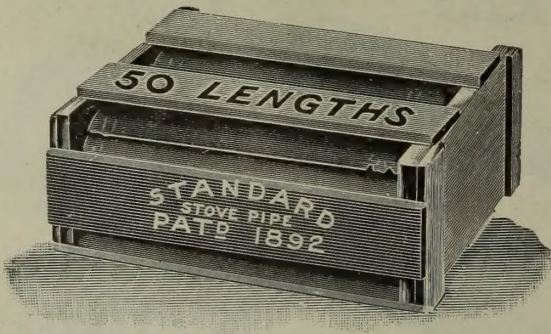
T. EDWARD OGDEN :: DISTRIBUTOR

28 Toronto Street, Toronto
1142 Homer Street, Vancouver

377 St. Paul Street, Montreal
147 Bannatyne Street, Winnipeg

The S.M.P. PATENT STANDARD STOVE PIPE

REQUIRES NO RIVETS OR TOOLS TO PUT IT TOGETHER.

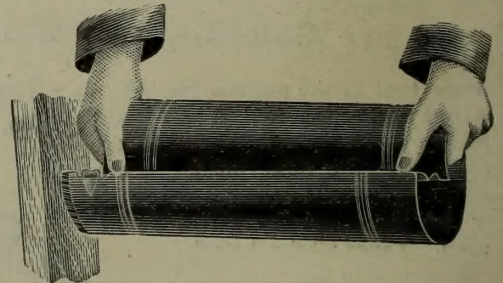


Size.	Inches.
Plain or Polished	5, 6, 7

18 inches long.

In crates of 25 or 50 lengths.

PRICES on Application.



Uniform in size. Crimped at the small end, it makes an easy and perfect fit. It has a coating which prevents rust. Being nested in a closed crate, a low freight rate is thereby secured.

N.B.—It can be bought as cheap as ordinary misfitting stove pipe.

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

BLACK



DIAMOND

PERFECT QUALITY

AXES

FULLY GUARANTEED

Carried in All Patterns and All Weights
Both Single and Double Bit.

They are **Fast Sellers** and make **Fast Friends**

The Body is made of Steel which long experience has proven to be the Very Best for Hard, Continuous Service.

They are Hand Forged by a continuous process which avoids several heatings and thoroughly refines the Steel.

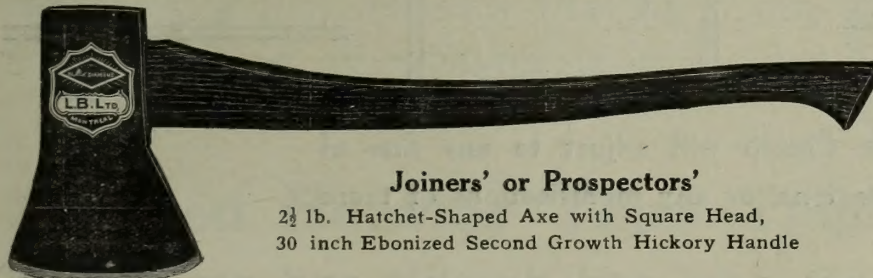
The Eye is Punched from the Solid Metal and will not stretch and break as when rolled and welded.

The Eye is Tapered in Size from the outer to the inner opening; this holds the Handle firmly and prevents its splitting.

The Bit or the Cutting Edge is made of the Finest and Toughest Grade of Crucible Steel, Oil Tempered and Hardened to retain a Sharp Cutting Edge.

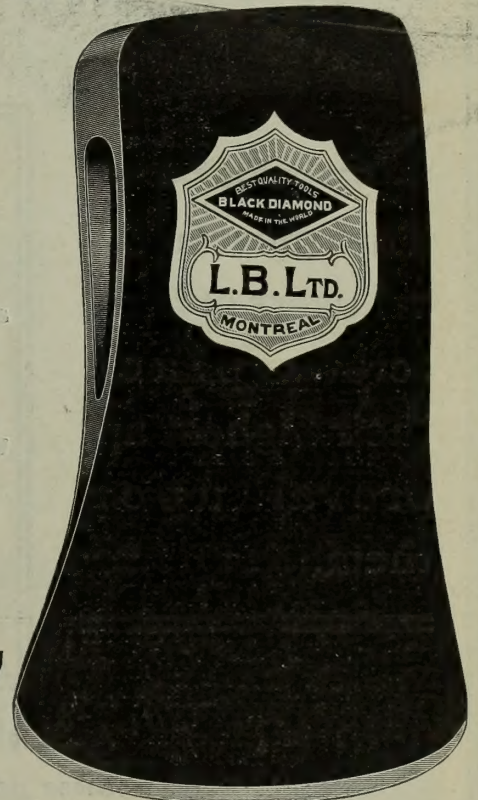
The Gun Metal Finish

Resists Rust and Keeps Fresher in Stock than any other.



Joiners' or Prospectors'

2½ lb. Hatchet-Shaped Axe with Square Head,
30 inch Ebonized Second Growth Hickory Handle



Michigan Pattern

The size and shape of this Axe render it very useful in erecting or wrecking buildings, scaffolds, bridges, docks etc., and for use of campers, hunters and prospectors.

This Axe will prove a Profitable Addition to Your Line.

Are You Handling **BLACK DIAMOND**

HUNTERS' HANDLED AXES—BOYS' HANDLED AXES—BROAD AXES—BENCH AXES—HOUSE CARPENTERS' ADZES—SHIP CARPENTERS' ADZES—HATCHETS—HAMMERS?

There is a Big Demand and a Steady Sale for them. There is a Profit in them.

Axes and Tools bearing this brand are never slaughtered; we insist on dealers taking a fair profit.

LEWIS BROS, LIMITED, MONTREAL

OTTAWA

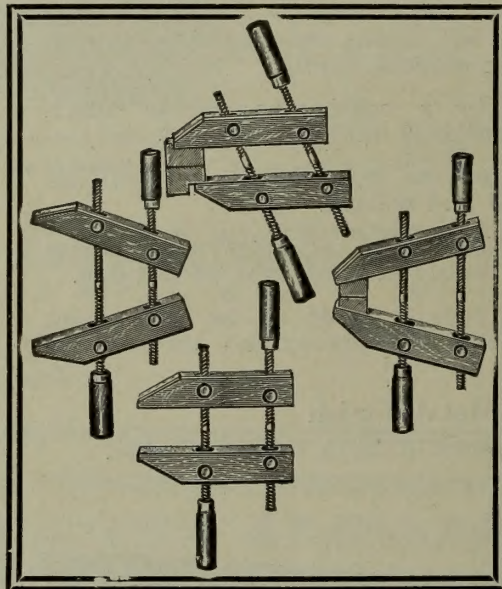
TORONTO

VANCOUVER

The "Peerless" Jorgensen Clamps

completely eclipse in every particular the wood screw clamp now in use.

The most critical users of hand screws place their highest approval upon them.



Is twice as fast as any other clamp made, its spindles being equipped with a right and left hand thread.

A Single Clamp will adjust to any one of these positions, or any modifications of them

These Clamps are neat and durable and are guaranteed against breakage. One jaw can be made to overlap the other, forming a position very often desirable, and obtained in no other clamp.

We Ship Promptly.

Write for Circulars and Prices.

We Ship Promptly.

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND IRON MERCHANTS



MONTREAL

-

-

CANADA



FOR FALL WEDDINGS

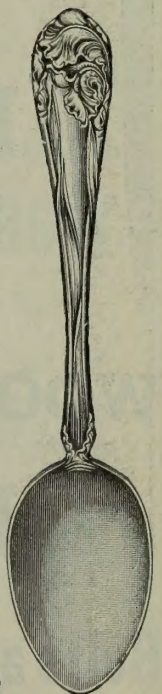
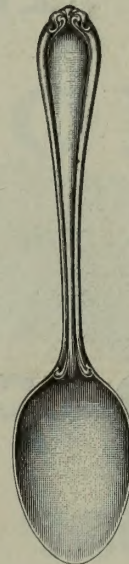
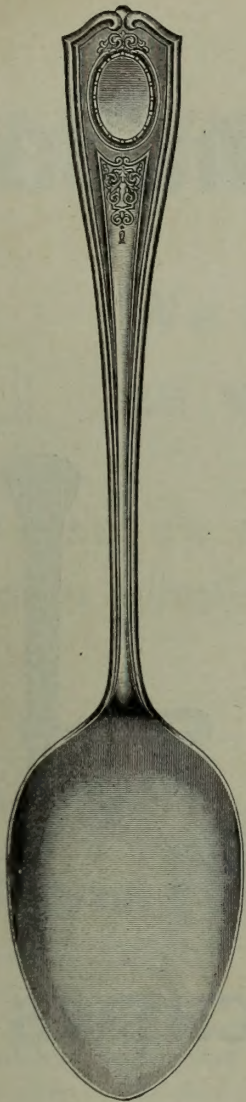
THERE IS NOTHING
BETTER THAN

Community Silver

It is the kind every bride
hopes to receive.

The Artistic Designs and
Fine Die Work make
Community Silver the
most attractive.

For Heavy Plating Com-
munity Silver is in a class
by itself.



Plated Heavier Than Triple

So heavy is this Plating, each piece can be engraved
without cutting through the pure silver. Parts
of contact or wear are also inlaid with pure silver.

NEATLY PACKED IN CLEAN BOXES.

Wholesale Distributors:

Caverhill Searmont & Co

MONTREAL and WINNIPEG

The
Steel Company of Canada
Limited



M. R. M.
HORSE NAILS



*The Quality is Guaranteed by the use of
Best Swedish Steel Rods*

WOOD SCREWS, MACHINE SCREWS
Bar Iron Bar Steel

**Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods,
Horse Shoes, Wrought Pipe, Wire Field Fencing.**

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.

Send Us YOUR LETTER ORDERS

☐ ☐ We Specialize on prompt service
☐ ☐ as well as goods of high quality.

Write us for a complete description of the
Tobin Simplex Guns No. 25, No. 40 and No. 55.

For
Prompt
Shipment

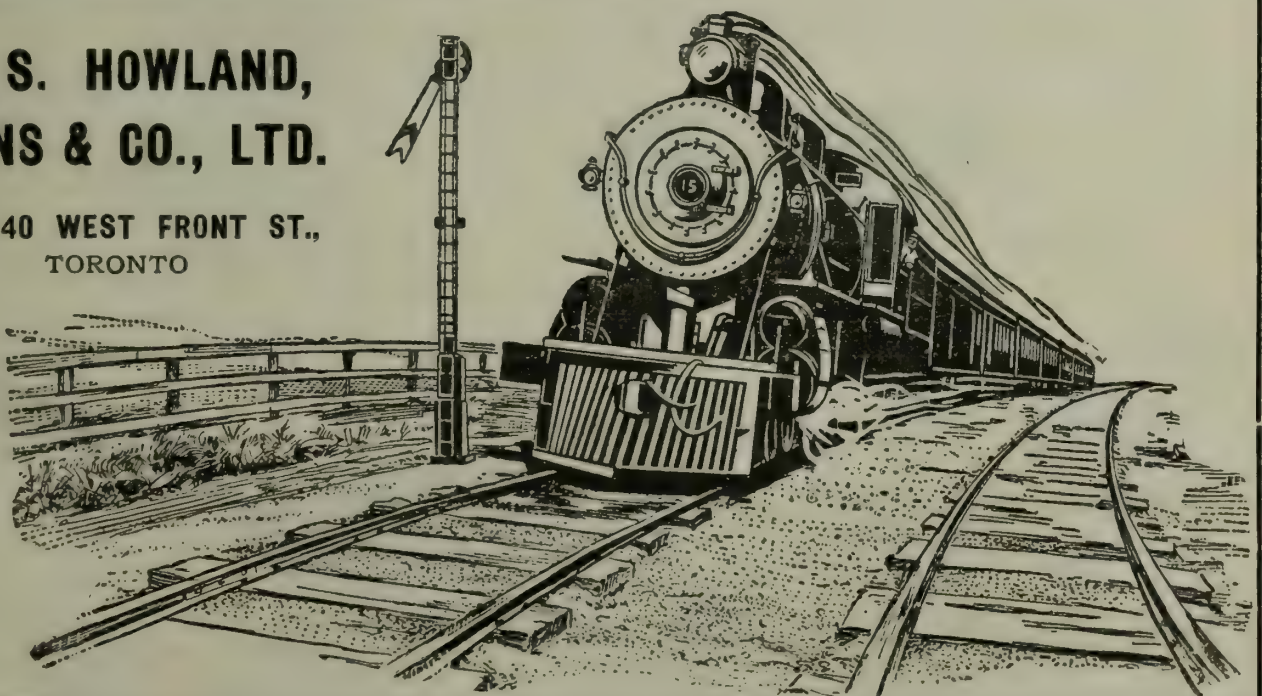


ORDER
NOW

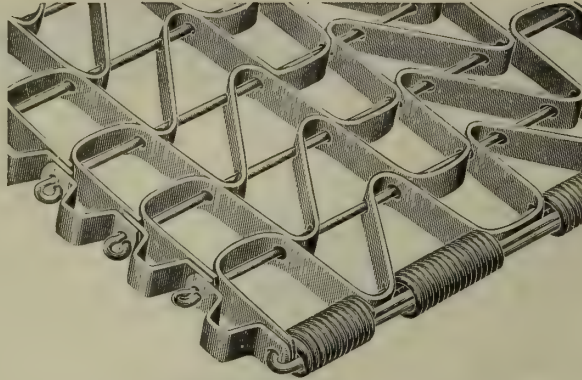
No. 55, Black Diamond Grade. A medium price gun with all the fine appearance and finish, combined with good sound workmanship, that go to make this popular model a most attractive seller. Finished with a unique Pyro-oxidized black finish.

**H. S. HOWLAND,
SONS & CO., LTD.**

138-140 WEST FRONT ST.,
TORONTO

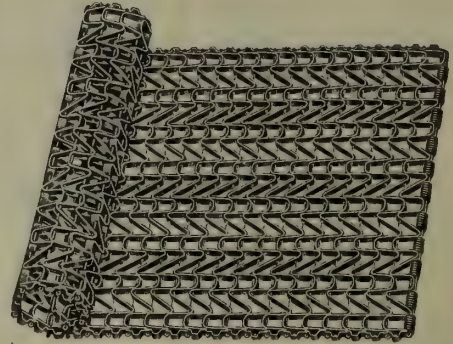


FLEXIBLE STEEL MATS



DOOR MATS

No. 1—Size, 16 x 24	No. 5—Size, 30 x 48
" 2— " 18 x 30	" 6— " 36 x 48
" 3— " 22 x 36	" 7— " 36 x 54
" 4— " 26 x 48	" 8— " 36 x 60



ROLLS.

18, 34, 30, 36 in. wide, from 7 ft. to 100 ft. long.
SPECIAL SIZES
cut to fit oddly shaped spaces or cut out to make room for posts or corners.

Built for wear, with Guarded Edges—that do not break down or fray out—
Rustless, Flexible, will roll up like a rug.

Send in your orders early—special value.

CANADA STEEL GOODS CO., Limited

HAMILTON

MANUFACTURERS

CANADA

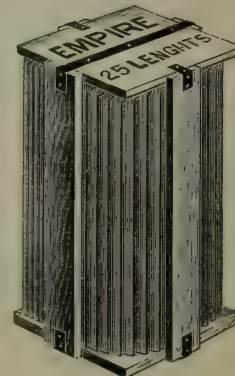
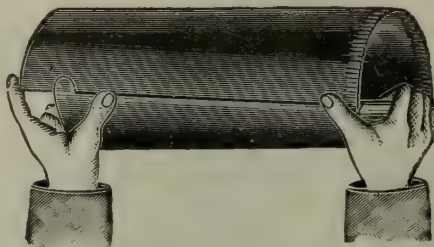
DAVIDSON'S "EMPIRE" STOVE PIPES

(IMPROVED PATENT)

SIMPLE AND EASY TO PUT TOGETHER.
THE ONLY TOOLS REQUIRED ARE A PAIR OF HANDS.
PIPES BEING CUT OUT WITH DIES, ENSURE
ABSOLUTE FIT AND CONFORMITY.

Deep swage prevents telescoping.

Sold as low as ordinary stove pipes.



Neatly packed
in strong crates of
25 lengths.

Secures lowest
possible
FREIGHT RATE
and
are specially coated
to prevent rust
in transit.

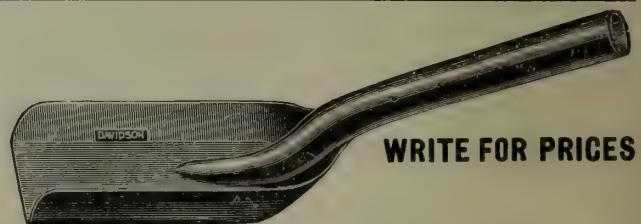
Made in Sizes 5, 6 and 7 inch

FIRE SHOVELS

HEAVY ENGLISH PATTERN

With Large Bowl and Open Socket Handle for
Wood Extension.

Two Sizes, No. 2 No. 3
Inches, 5 x 8½ x 17½. 5½ x 9½ x 18.



WRITE FOR PRICES

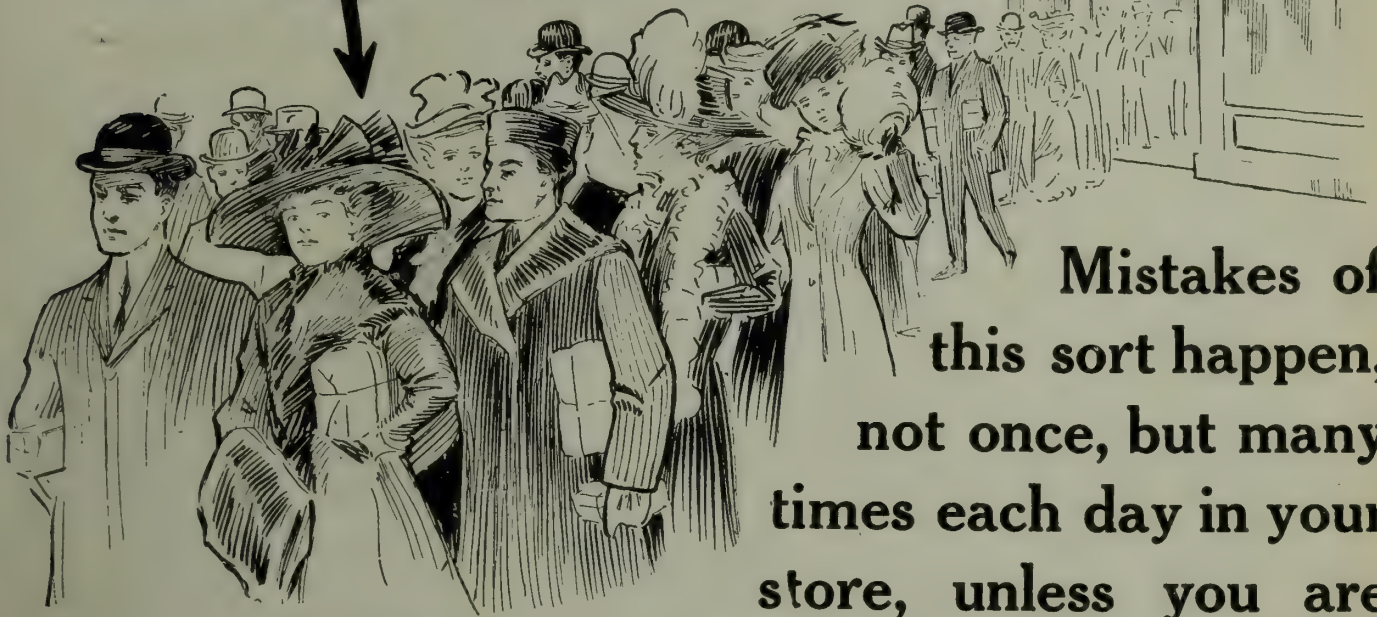
THE THOS. DAVIDSON MFG. COMPANY, LIMITED

MONTREAL

TORONTO

WINNIPEG

Some Clerk May Have Forgotten to Charge the Goods **This** Customer Bought



Mistakes of this sort happen, not once, but many times each day in your store, unless you are

using a National Cash Register.

Successful Merchants

Put a Receipt in Every Parcel

because it is the only way to
Protect the Merchant
Protect the Clerk, and
Protect the Customer

against the mistakes, carelessness, forgetfulness, or dishonesty which cause constant disputes, loss of trade, loss of profits and all round dissatisfaction.

The only method of issuing a receipt that cannot be altered, automatically as each sale is recorded, is with the National Cash Register.

YOU go to considerable expense to draw customers, maintain an attractive store and hire clerks. Each sale you make represents an actual profit to you---it is placed right within your grasp---on your counter. And then it may be turned into a dead loss in one second!

You can prevent that---you can be sure that you get every cent that belongs to you, and hold and protect it when once it is in your hands with a National Cash Register.

The National Cash Register will also tell you at a glance at any time exactly how many sales have been made up to the minute, the actual money received, the number of charge accounts and the amount charged. It will tell you which of your clerks makes the most sales---which clerks make mistakes, so that you make them all more careful and useful.

A National Cash Register is as Necessary to You as Your Bank

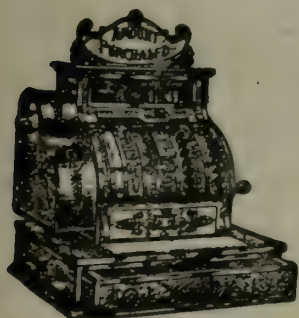
For each protects the money, the profits you have worked so hard to get. A million storekeepers who are using National Cash Registers tell us that they would not do business without them---could not in fact. A National Cash Register combines the ever watchful eye of the proprietor with machine-like accuracy in attending to details. It will help you to serve more customers in less time and do away with the delays that sap profits.

WRITE FOR BOOKLET AND NEW PRICE LIST

123

The National Cash Register Co.

Head Office and Factory for Canada at Toronto, F. E. MUTTON, Canadian Mgr



We manufacture Cash Registers in various styles and prices to suit every pocket and every business from \$13 to \$870. We guarantee to supply a better Cash Register for less money than any other concern in the world.



ONEIDA JUMP TRAPS

are easy to carry. Trappers like them because they are light, compact, and can be set in narrow runways.

ONEIDA COMMUNITY, LTD.,

Niagara Falls, Ont.

Also Makers of the
NEWHOUSE, VICTOR and HAWLEY & NORTON TRAPS

The Canada Glue Co., Limited

OF

**Brantford, Toronto, Montreal
and Vancouver**

The Largest Makers of

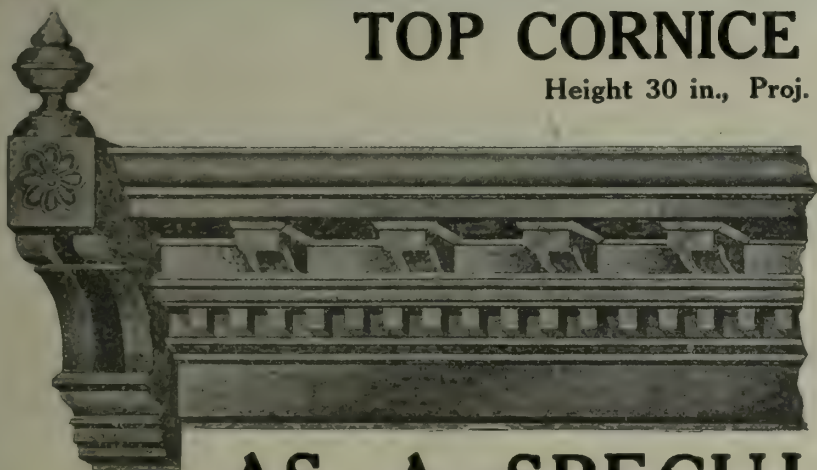
Glue and Gelatine

under the British Flag

Can Supply any Quality in any Quantity.

TOP CORNICE No. 8014

Height 30 in., Proj. 18 in.



A Handsome, Bold,
Neat, Clear-cut
Cornice, throwing
deep, rich shadows.

AS A SPECULATION

we made up a large quantity of this
Cornice on our big new model power
brake, and we made it to sell cheap.
Let us quote on your requirements.

GET OUR CATALOGUE C-1 ON CORNICES, SKYLIGHTS, ETC., ETC.

THE GALT ART METAL CO., Limited, GALT, ONT.

MAKERS OF THE FAMOUS "GALT" SHINGLE.

"IT IS RIGHT" "WHEN WORKED RIGHT"



What a wonderful exemplification of above statement is given in the following letter :

GEORGE A. DIEMER,

Artistic and Ornamental Metal Work Made, Polished, Oxidized and Lacquered.

Magnolia Metal Co.,

298 First Street, Newburgh, N.Y.,

113-115 Bank Street, New York, N.Y.

Feb. 21, 1911.

Dear Sirs :

In reply to your letter of the 16th inst., I will say that I have used a small amount of your metal. It will be sixteen years, this coming July, that I used it on a high speed lathe (running 3500 R.P.M.) also on the countershaft hangings, and it is there to-day, in A No. 1 condition. There is also another small shaft in the shops, a head shaft for a motor drive, which has run much longer, and has not had a drop of oil or a speck of grease on it in at least six years, to my personal knowledge (as I have always attended to this part myself) and it runs that freely, that even I am in doubt sometimes myself, but am willing to show it to any of your agents that care to see it.

The above will explain why I have not used much. It is right, and works right, when worked right

Sincerely yours,

GEORGE A. DIEMER,

Sold by Leading Dealers Everywhere or by

Magnolia Metal Co.

225 St Ambrose Street
NEW YORK

MONTREAL
CHICAGO



Special Offer

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2,000 subjects. We do not aim to make a profit on this book, as it is an advertisement, therefore offer it at the very low price of 40c., postpaid. Many Engineers pronounce it invaluable. Address Montreal office.

PERFECTLY SANITARY
THOROUGHLY EFFICIENT
EXTREMELY DURABLE
LIGHT AND STRONG
NON-RUSTABLE

WITH TALKING
POINTS LIKE
THESE ANYONE
CAN SUCCESS-
FULLY SELL

MEAKINS' SANITARY WASHBOARDS

The old style of wooden washboard with its warping, rotting, tearing and dirt harboring, can be considered a thing of the past when our metal boards are put in your stock.

Every woman wants one, so

Stock Well and Watch Them Sell.

Meakins & Sons, Hamilton, Ont.



No Dirt
Can Lodge
in the
"All-Metal"



Trinidad Lake—the never failing source of asphalt-supply for Genasco Roofing.

Sell roofing that stays waterproof

Prudent buyers know that a roof is only as good as its waterproofing, so they want to know what the waterproofing of their roofing is made of before they buy it.

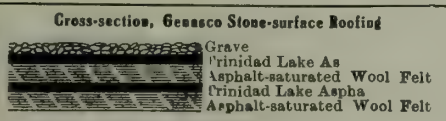
If their dealer can't tell them (as in the case of mysterious "composition" roofings) he is likely to lose sales to the dealer who can. You can always satisfy your customers about the waterproofing of

Genasco

the Trinidad-Lake-Asphalt Roofing

Trinidad Lake asphalt is Nature's **everlasting** waterproofer, and the greatest weather-resister known.

It doesn't take long to convince customers that this **natural** asphalt makes Genasco lastingly waterproof, sun-proof, wind-proof, heat-proof and cold-proof—we are telling them why, year in and year out, through the leading magazines and agricultural papers of the country.



Genasco makes ready sales, satisfied customers, and profitable business for you.

The Kant-leak Kleet helps sales of Genasco by its ease in applying. Keeps lap-joints watertight without cement. Prevents nail-leaks, and gives the roof a fine finish. Ask your jobber for Genasco with Kant-leak Kleet, packed in the roll.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

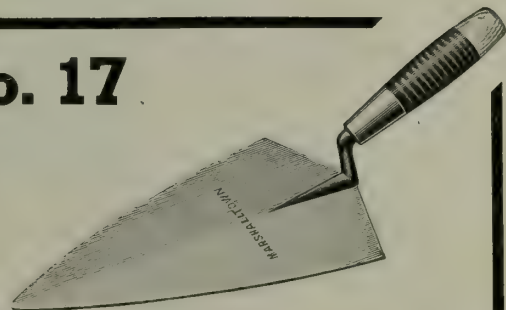
Caverhill, Learmont & Company, Montreal
D. H. Howden & Co., Limited 200 York St., London, Ont.

New Idea No. 17

Trowel of Quality

Wider Heel

Hang is Perfect



Send for Catalogue

Marshalltown Trowel Co.

MARSHALLTOWN, IOWA

IT'S TIME TO PUSH GREENING'S WIRE DOOR MATS

They are the best made. Four kinds: Patent Reversible, Simplex, Interlocked Wire Bordered and Interlocked Wire Bordered Regalvanized. They are moderately priced, yielding you an excellent profit.

EVERY HOUSE in your locality where there are open fire grates needs one or more of

GREENING'S SPARK GUARDS

They are useful, preventing sparks from dropping on the carpet; keeping children at a safe distance; preventing women's garments accidentally swishing into the blaze. Besides this they are beautifully ornamental.

Feature them prominently—it will pay you.

They are made in several styles and finishes.

Write for Prices and Full Information



THE B. GREENING WIRE CO., Ltd.

HAMILTON

MONTREAL

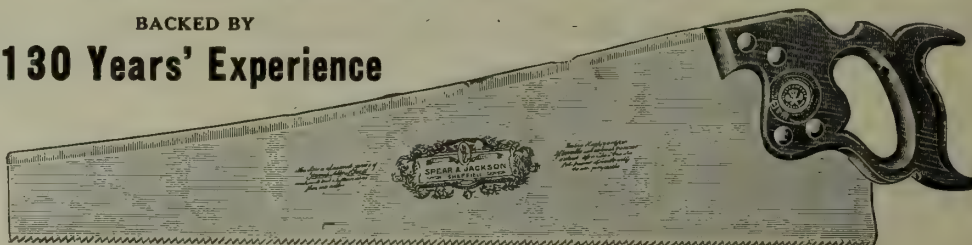


MERMAID

"THE NAME'S THE GUARANTEE"

BACKED BY

130 Years' Experience



LEAP-FROG

171-A Secret Process VANADIUM Steel
(Also Straight Back)

Extract from The LONDON DAILY TELEGRAPH
WHICH SPEAKS FOR ITSELF

As a matter of fact, the trade of which Sheffield is the centre has in the last year or two fought—and won—a notable fight. Germany was a formidable cometitor; America a yet more serious one, in the matter of tools, and especially SAWS. The English makers set themselves to meet this sharp rivalry, availing themselves of a superior position alike in materials and highly specialized skill. They took full advantage of the technical schools, with their scientific teaching as to metals and the treatment of steel, and paid more attention than they have ever done before to design and finish. Their energy and enterprise won prompt recognition from the buyers for the retail trade, and within very recent days they have enjoyed the spectacle of seeing the agent of one of the most noted firms of toolmakers in the United States coming over to make a tour of inquiry as to what had come over English trade that they had lost it so entirely. The British manufacturers had, moreover, proved conclusively that, quality for quality, their products had nothing whatever to fear on the important matter of retail selling price, and their victory was complete.

**IF you are not handling our Saws and Edge Tools, you are paying more for inferior goods.
Does it pay you?**

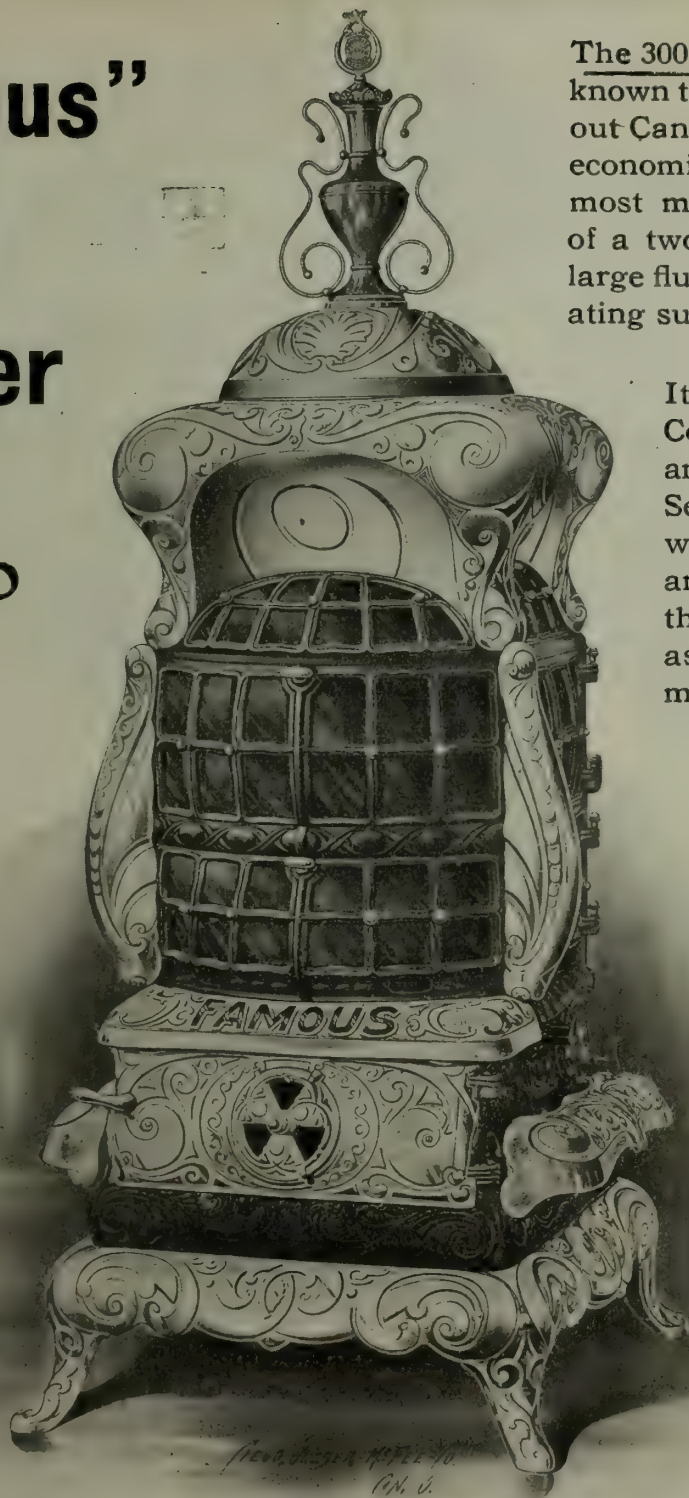
Sole Canadian Representative:

J. A. HENDERSON,
Metals and Hardware, MONTREAL

Spear & Jackson, LTD.
SHEFFIELD, England.

"Famous" Base Burner

**No. 300
Series**



The 300 Series is favorably known to the trade, throughout Canada as a first-class economical heater. It is the most modern construction of a two-flue stove, having large flue capacity and radiating surface.

It has the Famous Combination Shaking and Duplex Grate and Semi-Steel Fire Pot, which can be removed and replaced through the front doors, large ash pan and coal magazine.

Every stove is a double heater and the warm air can be conducted to another room. Has elaborate carved, highly polished nickel trimmings, making it a handsome piece of furniture for any home.

McCLARY'S

TORONTO

MONTREAL

LONDON

VANCOUVER

ST. JOHN, N. B.

HAMILTON

WINNIPEG

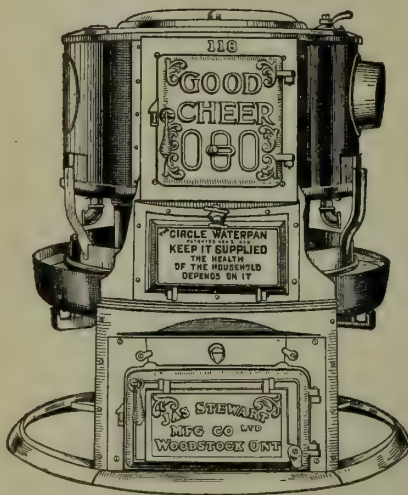
CALGARY

SASKATOON

You can well believe the good reports of the

“GOOD CHEER” WARM AIR FURNACE

(The Circle Waterpan Furnace)



For, to tell the truth, the results of the combination of the “Good Cheer” and our now famous Circle Waterpan have far exceeded even our own expectations. We knew that we were on the right road to the accomplishment of a more healthful and comfortable heat, but such a complete revolution in heating methods as has resulted through it was more than we looked for.

In comparison, ordinary furnace heat can only be classed as crude. Humidity is an essential, and the Circle Waterpan alone gives desired results. Beware of humidity claims based on makeshift contrivances. Good Cheer warmth is ideal and people are willing to pay the price for heat of this kind.

There's profit in this class of furnace work.

The James Stewart Manufacturing Co., Limited
WOODSTOCK, - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.

Distributing Agencies:

McLennan, McFeely & Co.,
Vancouver, B.C.

Wood, Vallance Hardware Co.,
Nelson, B.C.

Ross Bros., Limited,
Edmonton, Alta.



Stop giving up that valuable floor space to an "ordinary" line of stoves.
Stop the fierce effort necessary to sell unadvertised, unknown, uncharacterful ranges.

Stop the other fellow from getting a stove agency which will not only pull for him the stove business, but the rest of the household account.

Be A  Man

Talk something different ; talk the

"Economizer"

Concentrate on a line with "variety" to it—and CONTROL THAT LINE FOR YOUR TOWN.

Get good repair service, good advertising service, good selling help service.

Get wise to the most complete system of help a dealer has been offered in the stove line.

Get a post card and call for our book describing all this.

THE GURNEY FOUNDRY CO., LTD.

TORONTO

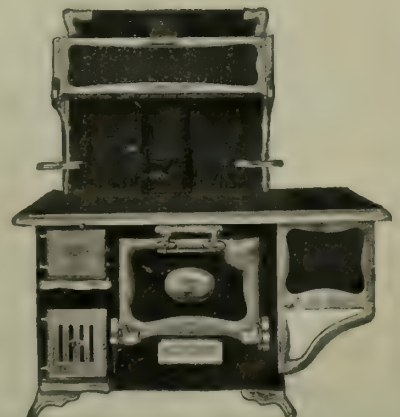
MONTREAL

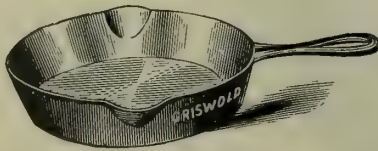
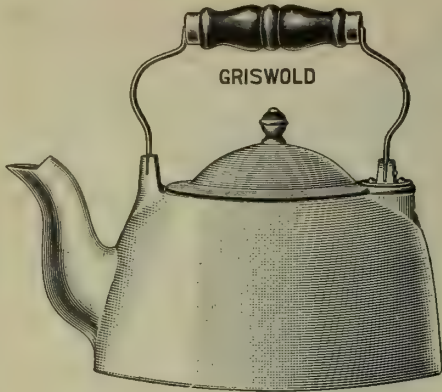
HAMILTON

WINNIPEG

CALGARY

VANCOUVER





GRISWOLD HARDWARE

is the most durable, profitable and serviceable line for you to handle.

Wherever the name "GRISWOLD" appears on hardware, quality is guaranteed.

Griswold Aluminum Ware was the first manufactured and is now first in the race for superiority. The "GRISWOLD" Waffle Irons have extra heavy pans, insuring well backed waffles; patent ball lock, jointed hinge, permitting pans turning with ease; air cooled sockets, preventing burnt fingers, and specially designed ring, catching every drop of grease or butter.

Write for Particulars.

The Griswold Mfg. Co.

ERIE, PA.



LEAD
SASH
WEIGHTS

SHEET
LEAD

PIC
LEAD



WIRE
SOLDER

BAR
SOLDER

BABBITT
METALS

INGOT
COPPER

TIN, ETC.

OUR NEW FACTORY

Equipped with the most Modern Machinery. Utmost Care in the Selection of Raw Material combined with Many Years' Experience

Makes it no idle boast that we have reached
The Highest Standard of Manufacturing Efficiency.

Hardwaremen know we manufacture GOOD GOODS. WRITE FOR PRICES.

THE CANADA METAL CO., LIMITED, Fraser Avenue, TORONTO

The Paragon Peninsular

With RESERVOIR and HIGH CLOSET

For COAL and WOOD

This range is scoring a GREAT SUCCESS in every home in which it is used. It is beautifully finished, attractive in design and sells at a price that appeals to every prospective buyer.

The many repeat orders and testimonials that we are constantly receiving prove the high efficiency and durability of this range.

Besides giving absolute satisfaction to your customer it allows you a large profit.



Number	Cover	Oven	Wood Length	Weight
49-16	Four 9-inch	16x19x12	24	425
69-18	Four 9-inch Two 6-inch	18x19x12	24	435
69-20	Six 9-inch	20x19x12	24	450

Write for our 1911 illustrated catalogue and price list.

Clare Brothers & Co., Ltd., Preston, Ont.

BRANCHES:

CLARE & BROCKEST, Limited, Winnipeg. Man.
RACE, HUNT & GIDDY, Edmonton, Alta.

REYNOLDS & JACKSON, Calgary.
J. M. KAINS & CO., Vancouver

The MECHANICS' SUPPLY CO., Quebec, Que.

Jewel Stoves and Ranges

Royal Jewel Steel Range The Range of Quality.



Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

STYLE R.F.

We also make a great variety of Cast Iron Ranges and Cooking Stoves, including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. The Grand Jewel Wood Cook Stove is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of Heating Stoves to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.



The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto and Winnipeg.

Western Customers please write for information and send orders to our Winnipeg Branch, No. 130 James Avenue.

Put the FORD to this test.

Take an ordinary piece of wood, after starting the screw point, do not use any pressure on the brace. After the lip begins to cut, count the number of turns it requires to bore through the wood. Then do the same on the end grain of Hickory or any hard wood you wish.

Then—try any other Bit you may have in these same ways.

The result will prove our claim that the Ford is the fastest boring, smoothest working and most accurate boring Bit yet produced. Give the FORD the above test

and be convinced of its superiority

It is universally used by all progressive carpenters and electricians, and its almost phenomenal sale tells the story of its practicability for all kinds of work.

It bores almost twice as fast as the average bit in both hard and soft wood, wet or dry, or even frozen. It is unexcelled for the finest, fussiest work.

No clogging, no turning off—a knot can't stop it, it is accurate to the fraction of an inch. The FORD is imitated but not equalled.

Write for our free Catalogue E.

Ford Auger Bit Co.
HOLYOKE, MASS.

Makers of Auger Bits, Ship Augers, Car Bits and Boring Machines

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

A few Reasons Why You Should Handle

PEASE ECONOMY ROUND HOT WATER BOILERS

They are built especially for basements with low ceilings—which gives them a wider demand.

They have Iron to Iron connections.

They have a large Centre Water Column.

They are set without rubber packing or washers.

They have large, powerful Direct Fire Surfaces.

They embody every modern improvement in boiler construction which is of real value either in adding to heating efficiency or reducing fuel consumption. As a result

ECONOMY BOILERS ARE EASY TO OPERATE AND ARE VERY ECONOMICAL

If you are a practical dealer, a perusal of our Booklet will convince you. Send for a copy to-day.

PEASE FOUNDRY COMPANY
LIMITED

Toronto, :: Canada

PEASE-WALDON COMPANY
LIMITED

Winnipeg, :: Canada

We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto

Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable
QUALITY

50 per cent. Saving In Fuel

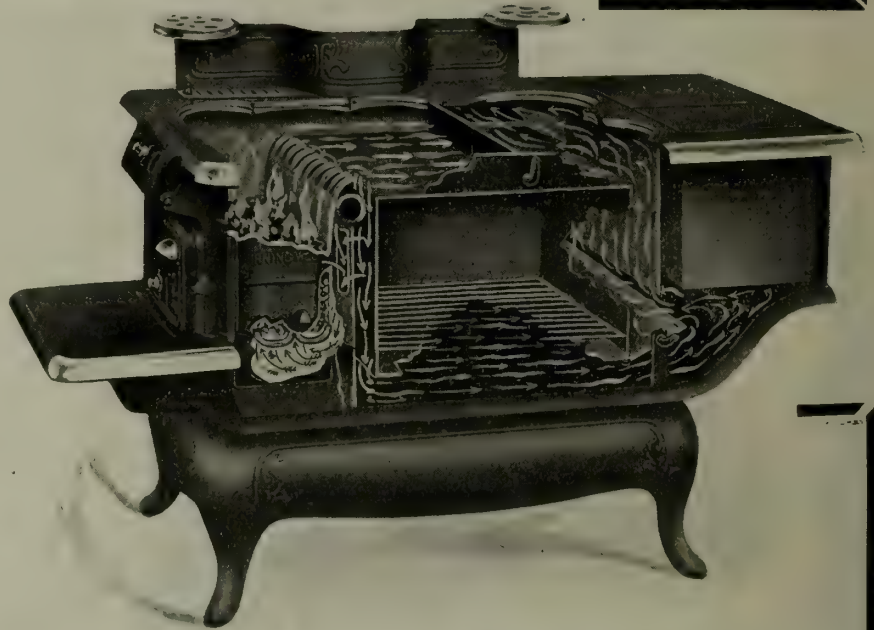
GUARANTEED

Mr. Hardwareman, when you buy from us you receive a written guarantee that this range will save 50 per cent. in fuel costs and give the best satisfaction that is possible.

Besides being an absolutely reliable and efficient range to your customers, it will bring you a large margin of profit and in time will greatly increase your trade.

It is made in steel and cast iron, and its construction is a marvel of simplicity and attractiveness.

Write at once for catalog and prices.



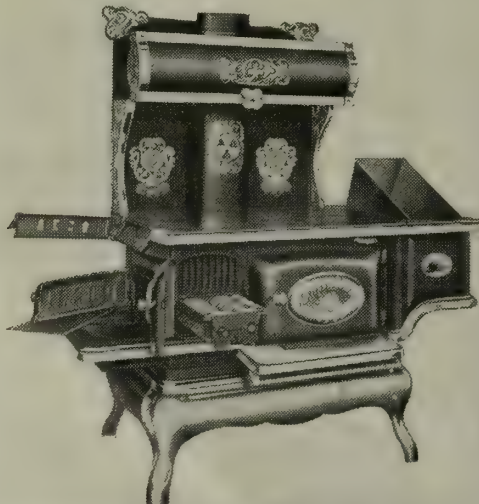
The Supreme Heating Co., Limited
Welland, Ontario

The Empire Queen Range

is so constructed that the heat is evenly distributed, thus insuring the most perfect results from the oven and from cooking holes at the same time.

The castings in the Empire Queen are very even, smooth, and well proportioned, adding greatly to the general appearance of the range.

Prospective buyers cannot overlook this range as it is very attractive and guaranteed to give absolute satisfaction.



THE EMPIRE OAK

has a body that is made of heavily polished steel, mounted with a flange, forming a perfectly tight joint. It is an artistic and high-grade Oak that sells at a price that is within reach of everybody, leaving a large margin of profit for you.

Will burn either Wood or Coal.

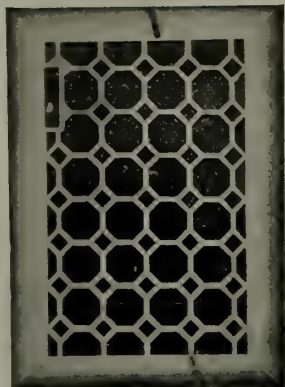
The Canadian Heating & Ventilating Co.,

OWEN SOUND, ONT.

LIMITED

AGENTS—Canada Stove & Furniture Co., Montreal, Que.
Man. M. C. Drew & Son, Vancouver, B. C.

Christie Bros., Ltd., Winnipeg,



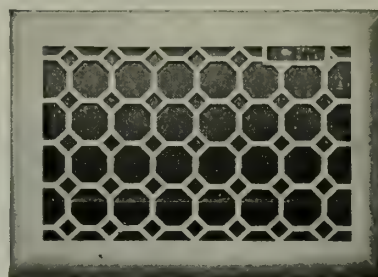
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

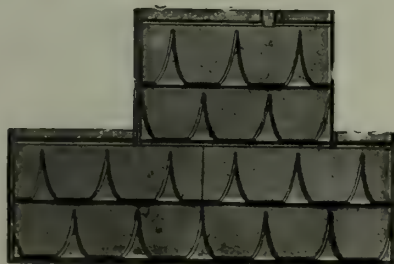
The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg
Ontario



"CROWN" PATENT STEEL SHINGLES

have won wide-spread and lasting favor because of their many superior qualities. Beauty, simplicity, durability---these are their salient characteristics. Absolutely storm-proof and water-tight. When put on according to directions, "CROWN" Patent Steel Shingles remain in perfect condition for years.

QUICK ESTIMATES ON SPECIAL JOBS.

Catalogue and Price Lists will be sent you upon request.

McFARLANE & DOUGLAS, Limited, 250-260 Slater Street, Ottawa, Ont.

—This Stove Burns Stove Coal—

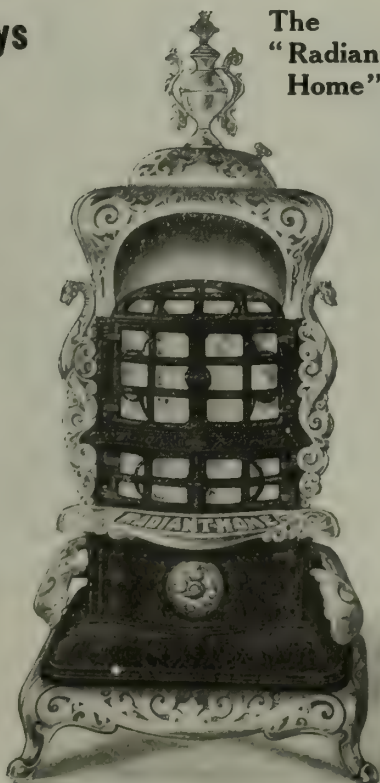
Quick in Action and Always Under PERFECT Control.

The Cleanest, Safest and Most Economical Base Burner.

"Stove Size" Anthracite is better than "Chestnut" as it is purer coal, containing from 3 to 4 per cent. less slate and impurities. More pounds of real coal to the ton, burns better with less ashes, gives more heat units, holds fire longer and burns slower.

The "RADIANT HOME" is the only Base Burner specially constructed for burning "Stove" coal.

The LEAST FUEL.
The MOST SATISFACTION.



The
"Radiant
Home"

**SAMPLE ORDER
SOLICITED**

Constructed at the request of the Anthracite Coal Mining Companies and endorsed and recommended by

The Canadian Retail Coal Association,
The Susquehanna Coal Co.,
Lehigh Valley Coal Co.,
Del., Lack, and Western Coal Co.,
Phila. and Reading Coal and Iron Co.,
Dickson and Eddy.

This style made in two sizes, Nos. 60 and 70, but for Chestnut Coal we still make Nos. 4, 5, 6 and 7.

The William Buck

Brantford Montreal Winnipeg

Stove Co., Limited

Calgary Saskatoon Vancouver

A Profitable Line For The Coming Season!

STANDARD SILVER TOILET WARE

Toilet Ware will, from all indications, be predominant as presents during the next months. Get your share in it.

The Latest Designs in Standard Toilet Ware

will help you to build up a trade,

BECAUSE

Customers prefer **STANDARD MAKE** for its reliability and dependableness, its originality and the unsurpassed quality.

Add to these the perfect workmanship and **reasonable prices** and you can no longer hesitate in choosing our make as the best for you.

Write us if you do not expect our representative. Let him call and show you one of the finest lines in High Class Silver Plate.

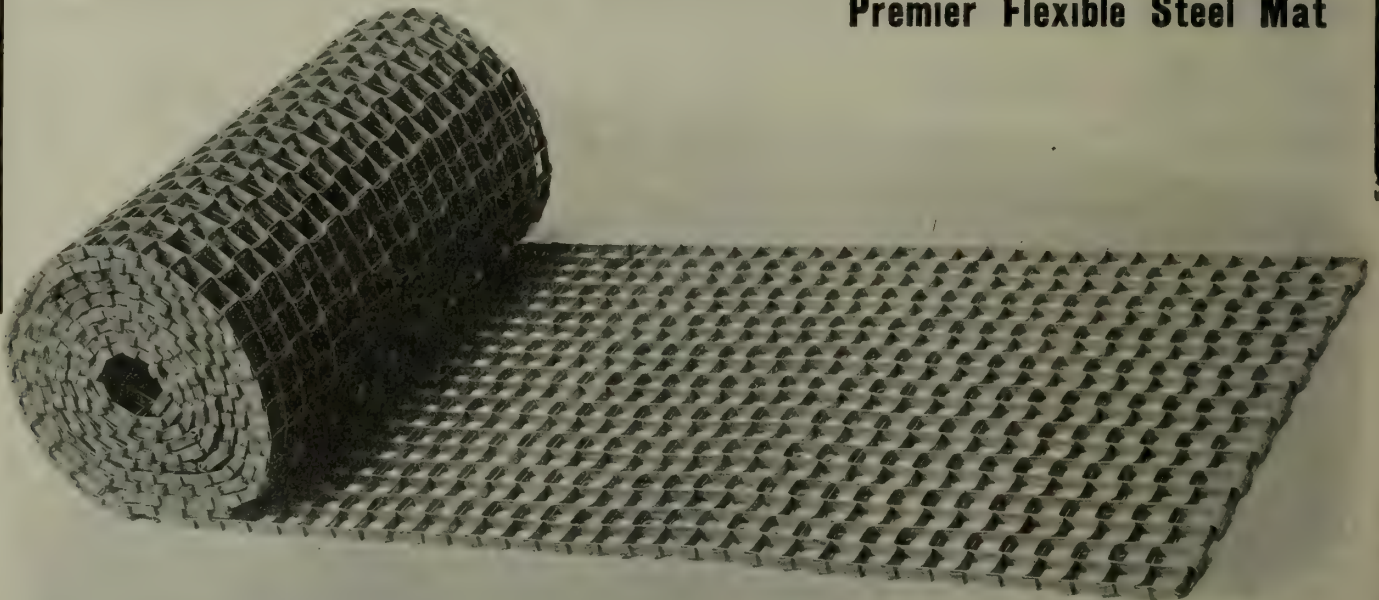
Quick sellers at attractive prices.

Every piece manufactured and guaranteed by

STANDARD SILVER CO. OF TORONTO, Limited, 33-41 Hayter Street
TORONTO



Premier Flexible Steel Mat



is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 ft. to 100 ft. Special mats made to order on short notice.

The Schultz Manufacturing Company, Limited
HAMILTON, :O: :O: CANADA



"HALITUS" VENTILATORS

For BARNs, HOUSES and FACTORIES

HIGHLY EFFICIENT

SUPRISINGLY CHEAP

EASY TO ERECT

"Cut a hole in the roof and nail a "HALITUS" over it"

NOTE—We issue a Pocket Memorandum Booklet dealing mainly with ventilation of farm buildings. These we will supply in quantities, free, to the trade for distribution among their customers. Blank space left for stamping dealer's name. Every farmer wants a Memorandum Book. Send for as many as you want to-day—you will find them good advertising.

REGISTERED TRADE MARK "HALITUS"



The FLANGED "HALITUS"
The Favorite for Pitched Roofs

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

(38)

Canadian Screws for Canadians

The result on September 21st has vindicated our judgment that what Canadians want is development of Canadian Manufacturing Industries.

Despite the Reciprocity Pact which was impending, we have established a complete Canadian Plant which is supplying the Canadian trade with Screws, better in every detail than are made in any other Plant in North America.

Our Plant is completely new, the only old thing in it is our extensive experience in screw making. Much of the new equipment is Canadian built, all of it is the fastest and most up-to-date which could be obtained.

The Product is Canadian, made in a Canadian Plant by Canadian labor, and there are no better screws and parts made anywhere.

THE NATIONAL-ACME MFG. COMPANY

MONTREAL, St. Elizabeth and G.T.R.

CLEVELAND, NEW YORK, CHICAGO, BOSTON, DETROIT, ATLANTA.

Warehouses:—NEW YORK, CHICAGO

Factories:—CLEVELAND, MONTREAL

Corner the Heating Business of your locality
by recommending

“Souvenir” Furnaces

You cannot recommend “Souvenir” Furnaces too highly, because they represent all that is latest and best in Furnace construction.

“Souvenir” Furnaces are designed by prominent heating engineers—constructed by skilled workmen from the best materials.

That’s exactly why we can so confidently guarantee “Souvenir” Furnaces.

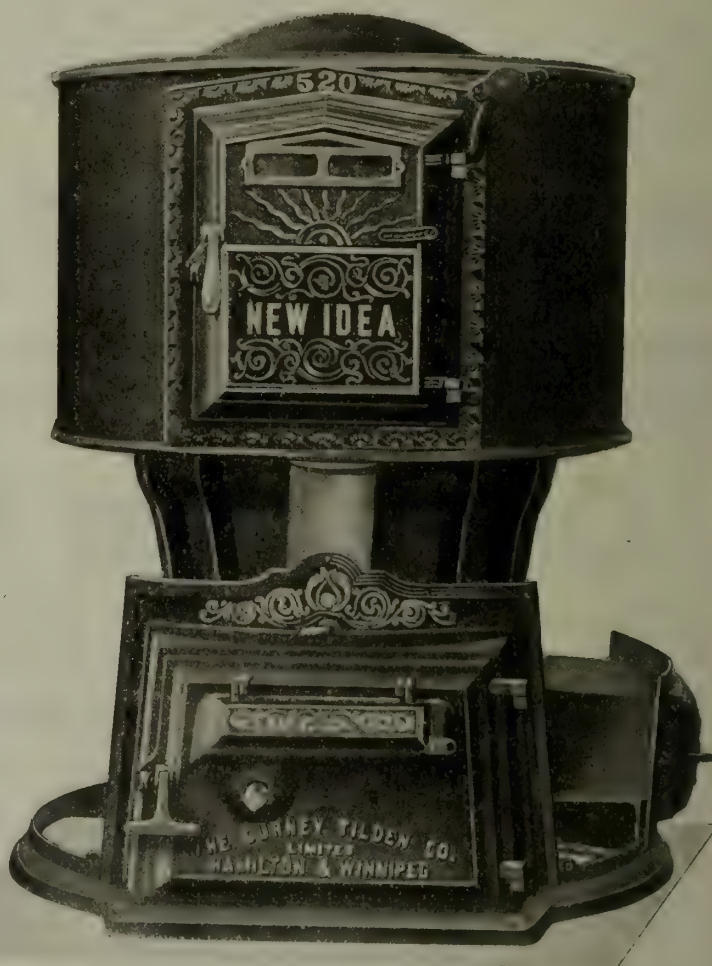
Exactly why you may so confidently recommend them.

Don’t you see that we could not possibly issue a legal, money-back guarantee — a guarantee just as good as gold unless we positively knew that “Souvenir” Furnaces would make good.

Nor could we afford to ask you to specially recommend them.

Three Important Points:—

- 1st. “Souvenir” Furnaces are the right quality from base to dome.
- 2nd. “Souvenir” Furnaces are guaranteed.
- 3rd. Prompt Deliveries assured.



The Hamilton Stove & Heater Co., Limited

(Successors to Gurney, Tilden & Company Limited)

Hamilton, : : : : Ontario.

The Stove and Furnace Centre of Canada.

Industrial Products Blue Book —Buyers' Guide

Mr. Hardware Merchant—

SOME OF YOU

Have been regular subscribers to this book for 18 years.

SOME OF YOU

Have bought it as soon as off the press at Five Dollars per Copy.

OTHERS OF YOU

Have bought it a year after publication at a reduced price.

BUT NONE OF YOU

Ever bought a copy at less than Five Dollars within one year after it was bound up.

NOW YOU

CAN GET IT THIS MONTH, fresh from the press, at 40% off. Net - - - - **\$3.00**

DELIVERED EXPRESS CHARGES PREPAID

P.S.—Cloth Bound, 576 pages. 176 pages of Cross Indexed Articles, being 170 more such pages than any other publication in Canada.

Manufacturers' Products List Co.
MONTREAL

"CLIMAX"

GUARANTEED

LEATHER

BELTING

*Has Proved its Superiority
Through Comparative*

TESTS

It is made from leather that is selected by experts and is put through a severe test before being placed on the market.

"CLIMAX" Belting is guaranteed to give a service that is impossible to obtain from any other belting on the market.

You can push it as most reliable and economical belting for power transmission as its past record has proved it so. Write for testimonials

We have the largest and best equipped belt factory in Canada and can fill all orders promptly.

Give "CLIMAX" a trial.



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited
AYLMER, : : : : : ONTARIO

WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY

Sadler & Haworth

ESTABLISHED 1876

MONTREAL, 511 William St. TORONTO, 27 Melinda St.
ST. JOHN, N.B., 89 Prince William St.
WINNIPEG, 244 Princess St.
VANCOUVER, B.C., 217 Columbia Ave.

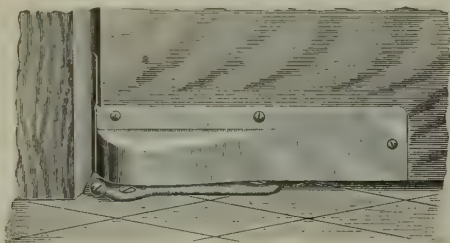
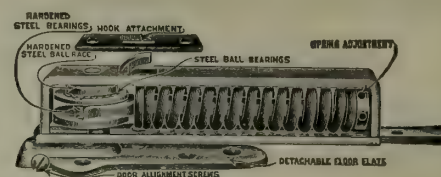
ASK US WHY

If you want to know more about "STANDARD"

DOUBLE ACTING
SPRING FLOOR

HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

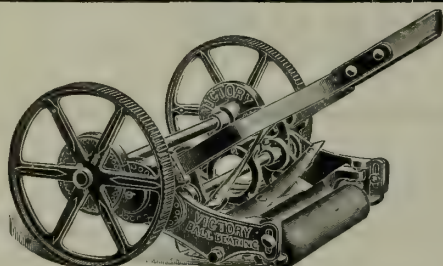


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog
S. P. Townsend & Co.
ORANGE, N. J.

Hark! Mr. Dealer!

Here's your chance for a brisk, profitable trade. Such trade comes easily to the dealer handling

**Acorn Corrugated
Galvanized
Sheets**



which are made of metal so galvanized that it readily passes the severe tests that British Government requires of such building materials. These Sheets are highest quality, yet cost no more than ordinary, uncertain kinds. And you can **DEPEND** on Acorn Corrugated Sheets, for they are

ACCURATELY MADE

Our powerful machines stamp each corrugation separately and make them absolutely accurate. Therefore, they fit together perfectly and are easily erected. For moderate-priced constructions, repairing old buildings, etc., they are unequalled in value. Build a reputation by selling Acorn Quality Sheets. Thus you get a grip on the trade you want. Large stocks always ready for shipment. Get full particulars.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."



Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless

telegraph outfits, and numerous other things

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

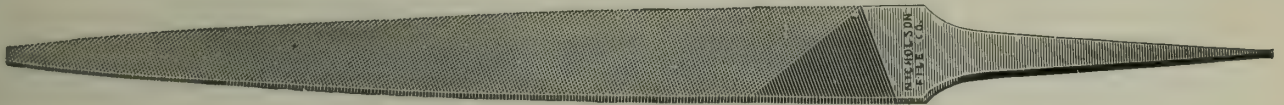
When once used these will be always used.

For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.



Best Files for Every Purpose

are Nicholson-Made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-Made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. in Canada:—

"AMERICAN"
"EAGLE"

"ARCADE"

"MCLELLAN"

"GREAT WESTERN"

"KEARNEY & FOOT"

"GLOBE"

"J. B. SMITH"

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.



"The Files with a Clean Cut Record"

DELTA FILES have won favor in many strictly up-to-date Machine Shops—places that require a file that cuts rapidly and smoothly.

FILES

DELTA

When expert mechanics choose the Delta File, it is sure to make a hit with men who do filing at home. Cater to the trade in your community by boosting this superior

file and you will be surprised at the returns you will get by giving satisfaction.

Write for our catalogue and get posted on our other quick selling specials. You are losing money if you do not put in stock now. **DELTA FILES ARE GUARANTEED.**

DELTA FILE WORKS, PHILADELPHIA, PA.

Canadian Selling Agents—H. S. Howland, Sons & Co., Toronto; Stark-Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.



Up-To-Date Package Carriers

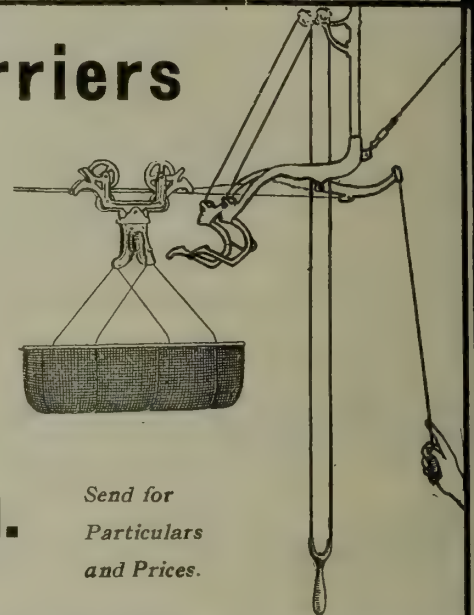
Our package carriers are of simple construction and in case of disarrangement of any part do not require a mechanic to repair them.

They are well and strongly made throughout, and as the weight and strain are divided between two wires there is less liability to breakage of the wires than with any of the single wire systems.

The illustration shows the neatness and compactness of the device. It occupies a smaller space and obstructs the view less than any other system.

A SUPERIOR ADVANTAGE.

This carrier works more rapidly as well as more smoothly than any other.



The Hamilton Brass Mfg. Company, Ltd.

Hamilton, Ont., and Montreal, P.Q.

Send for
Particulars
and Prices.

TELEGRAMS: "BIGSBY, MITCHAM."

(Established 1840)

CODE: A B C—5th EDITION

W. T. BIGSBY & SONS,

MITCHAM,
LONDON

MANUFACTURERS OF

**OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS,
PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE**

FOR THE USE OF

Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

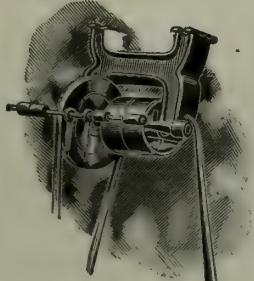
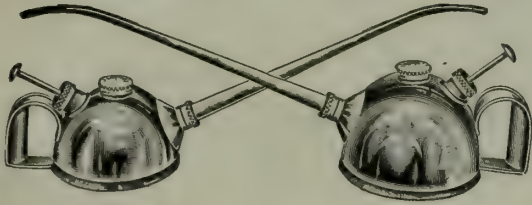
LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardboard Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal. For British Columbia—AMES BROS., Box 355, Vancouver, B.C. Saskatchewan, Alberta, Assiniboia and Manitoba—G. H. SAYWELL, Saskatoon.

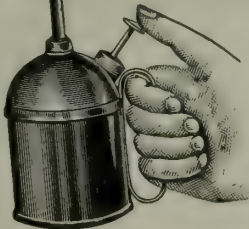
Mr. Saywell is now in Canada fixing up Agencies. Write him at once.

Howland's Pump Oilers



For sale by
all Jobbers
in Canada.

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.

MORE AND MORE FREQUENTLY CANADA CEMENT IS
BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS
AND ARCHITECTS KEEP THESE FACTS IN MIND.

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw, Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.; Belleville, Ont.; Marlbank, Ont.; Lakefield, Ont.; Hull, Que.; and Montreal, Que., gives us ample shipping facilities to ensure prompt delivery.

PRICE.

Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

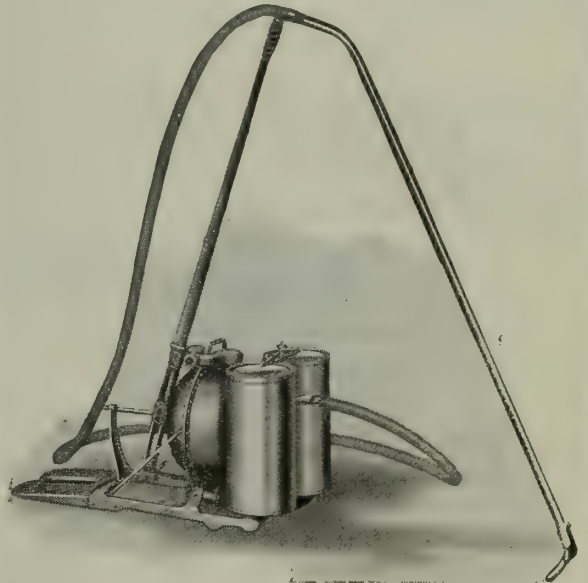
CONCRETE BLOCK MACHINERY.

By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.
MONTREAL TORONTO WINNIPEG CALGARY

Made in Berlin, Canada

1912 MODELS NOW READY
FOR FALL BUSINESS



Weight Uncrated 28½ lbs.
3 Shipped Crated as 100 lbs.

THE "DOUBLE TANK" MEANS LESS WORK

The double tank device (an exclusive feature of the Onward Automatic Hand Power Vacuum Cleaner) separates 95 per cent. of the dust from the air without the use of screens, baffles or water. Only 5 per cent. of the dust is screened, which means that the screening device offers but 5 per cent. resistance to the pump. This machine is the easiest to pump and the easiest to empty, as there are no complicated screens as in other cleaners.

It has the greatest air displacement because the pump is one-third larger than any other. This gives it a more powerful suction and a strong blow. (This is the only hand machine that blows as well as sucks).

Do not be deceived by any other claimed to be just as good as the Automatic "Hand Power."

Made of malleable iron and steel, it will last an ordinary lifetime. Write for prices and discounts. Illustrated circular upon request.

Wire us your orders at our expense

ONWARD M'F'G. CO.

Largest Builders of Hand and Electric
Power Vacuum Cleaners in Canada.

BERLIN

CANADA

PLIERS :: SHOVELS :: LOCKS

Mr. Buyer:—We can give you immediate shipments in these lines. Our stock is complete and our lines the very best. We know our price will interest you.

SOLE AGENTS FOR THE CELEBRATED

Linstrom Swedish Pliers and Geo. Wolfe & Son's Shovels

WRITE FOR CATALOGS.

Schuchardt & Schutte, 307 Coristine Bldg., Montreal



Remember that our Pipe, Eavetrough, Valleys and Ridge Roll are all made the same the year around, and whatever you order to-day will fit the goods you may order a year hence.

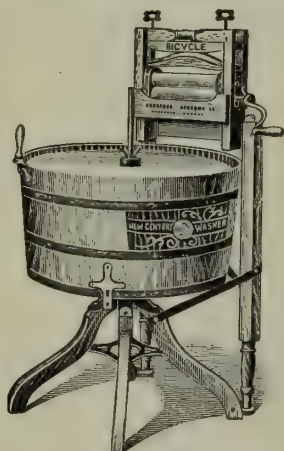
Write us for quotations for Corrugated Iron.

WHEELER & BAIN

THE QUICK SHIPPERS

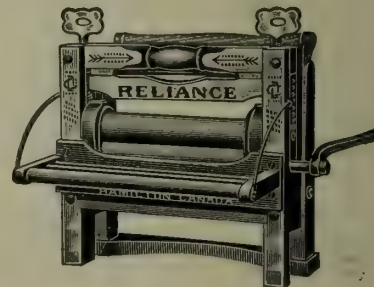
TORONTO

CANADA



The Real Thing in Household Labor-Savers

There has never been a time since Washing Machines and Clothes Wringers have been on the market that **NEW CENTURY WASHERS** and **ARROW BRAND CLOTHES WRINGERS** were not the Most Satisfactory Machines to Sell.



Repeat orders and increasing sales prove it.

Agents: W. L. Haldimand & Son, Montreal, Quebec
H. F. Moulden & Son, Winnipeg, Manitoba

Cummer-Dowswell, Ltd., Hamilton, Ont.



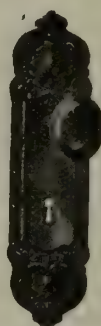
Salem



Kingston



Morrow



Turenne



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH

ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

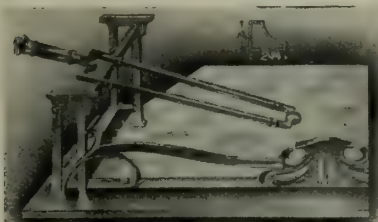
PUMPS

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures
QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses



CHARLES LINDSAY,

Rumford Works, 33 Great Hamilton Street

GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs,
Fire Irons, Coal Vases, Interior Grates, Etc., Etc.

Write for Catalogue

Canadian Representatives **H. L. SOPER**
Post Office Box 1975 WINNIPEG

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for
hurried machine repairs.

All machine shops and railway
shops should have it.

Bridge builders, track layers,
and structural metal workers
have constant use for it.

Send for Description.

A. B. JARDINE & CO.

WESPELER ONTARIO

Steel Sheets for Deep Stamp-
ing and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A.
Sheets, also Galvanized Canada
Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

**NOVASCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Attention!

Here's the line of splendid sellers



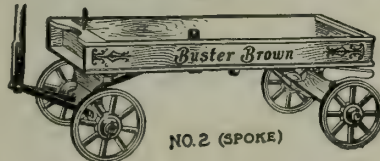
NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO.3 (SPOKE)

Are you handling the Buster Brown

Children's Express Wagons?

They are beautifully made, painted,
strong and easy-running. Handy
around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

MANY OF OUR FRIENDS

know that in the past we
have done little advertis-
ing in trade papers, pre-
ferring to keep our pro-
ducts before the dealer
by—

1st — A staff of honorable
and efficient salesmen.

2nd—Advertising matter dis-
tributed by ourselves,
often with the dealers' aid.

3rd — And most important—
By at all times giving
a square deal to all.

The steady growth in our
sales and the popularity
of our products have jus-
tified our policy. Never-
theless we are taking
this means of making
even more widely known
the two celebrated brands

Crown & Anchor and Island City

**PURE PAINTS, VAR-
NISHES and COLORS**

Manufactured by

R. C. Jamieson & Co.
Montreal LIMITED

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

West India Co., Limited

305 St. Nicholas Building
MONTREAL

THE CANADIAN HOUSE OF

Sandbach, Tinne & Co.
3 Cook St., LIVERPOOL
(Established 1805)

Sandbach, Parker & Co.
DEMERARA
(Established 1782)



Our Liverpool house has a special knowledge of the Hardware and Metal markets in Great Britain and Continent, having been large buyers for very many years.

They solicit enquiries from Canadian merchants and offer their services as buying agents on moderate terms.

They will have a special representative at our office in Montreal for the next few months, who will be ready to give any information required. References given and required.

If you want to get to rock bottom sources of supply, please give them a trial, and we feel certain you will be satisfied with result.

WEST INDIA CO., Limited

"Safe-Lock" Wire Fence

is the easiest fence to sell, because it is by far the strongest fence made.

The strand wires of the "Safe-lock" Fence are not kinked—thus each wire retains its full strength.

And just note how the stay wires interlock where they wrap the strand wires. This lock absolutely prevents the slipping of the stay wires along the strands or in any other direction from any cause whatsoever.

***A local agency for the
"Safe-lock" Fence will
bring you the bulk of
the fencing business
in your locality.***

Be wise—write us to-day for Catalogue and particulars.

**The Owen Sound Wire Fence
Co., Limited**

OWEN SOUND, ONTARIO.

WESTERN AGENTS
Brandon Safe-lock Fence Co., Brandon, Man.



WE WANT DISCONTENTED MEN

that is to say, men who know they could make more money if they had the chance.

HERE IS THE CHANCE

If you will be our circulation solicitor for MacLean's Magazine, we will pay you a good commission on each new subscriber you get as well as on every renewal. You can do the work in your spare time, unless, like many of our successful solicitors, you find it pays to give whole time and attention to it.

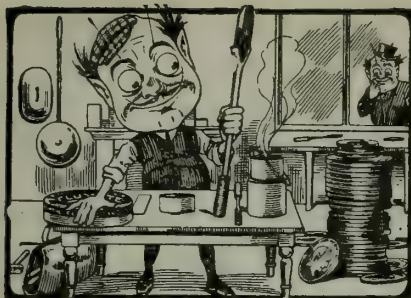
ARE YOU PREPARED?

THE MACLEAN PUBLISHING COMPANY

143-149 University Avenue

::

TORONTO, CAN.



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL
MAN USES

FLUXITE

The Paste Flux That
**SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING**

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

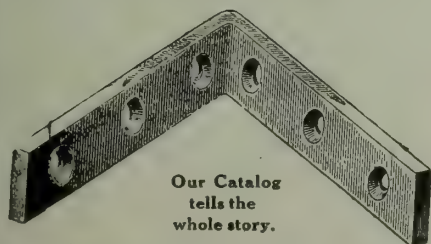
REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO.,

212 Vienna Road, Bermondsey
LONDON, S.E., ENG.

**Builders' Hardware,
Hinges, Hasps, etc.,**



Our Catalog
tells the
whole story.

To secure new customers and retain both them and the old ones, you must sell the best hardware and offer it at a reasonable price. There never has been any doubt about the quality of our hardware and the price remains low as always, the lowest compatible with highest quality in material and workmanship.

COWAN & BRITTON Gananoque, Ontario
Established 1861.

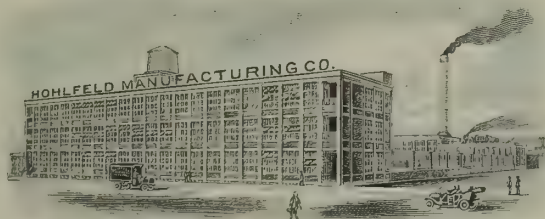


THE HOHLFELD LINE
OF
High Grade Hammocks
for 1912

is now ready and will be shown
throughout Canada by

GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL

The Most Profitable
Line
Because it is Most
Saleable



The Most Popular
Line
Because it is Most
Satisfying

Main Office and Mill, Philadelphia, Pa.

NEWEST DESIGNS, WEAVES AND COLORINGS

Known the world over as the standard
by which all others are measured

Geo. Borgfeldt & Co., Agts.
TORONTO

Catalog and Prices on request



REGAL SHOT SHELLS



FOR DUCKS

Regal (orange in color) are the best shells for Ducks, Brant or Geese. Loaded with 26 grains of BALLISTITE (dense) Smokeless Powder, $1\frac{1}{8}$ Chilled Shot. ONE INCH of the best wadding.

*SMOKELESS, QUICK, CLEAN.
SHOOTS HARD AND KILLS.*

Dominion Cartridge Co., Limited, Montreal, Can.



RIFLE AND PISTOL CARTRIDGES

For One-Shot Kills

For small game, big game, target or protection in any make of gun under all weather conditions.

The uniform ignition due to the perfection of the famous Remington-UMC primer, makes for sure fire, accuracy and penetration.

In Remington-UMC big game cartridges, perfect combustion, accurate gauging, guarantee uniform flight in long range shots.

Order now through your jobber.

Our extensive advertising insures your sales.

Remington-UMC THE PERFECT SHOOTING COMBINATION

Remington Arms-Union Metallic Cartridge Co.

299 Broadway,

New York City





The establishment of McKelvey and Birch—A number of the staff of the firm.

Well Arranged Store in an Eastern City

A Description of the Business Premises of McKelvey & Birch, Kingston—A Novel Lighting Device Used in Store—
The Growth of the Firm Has Been Due to Progressive Measures.

That a constant effort to keep up with the times and the trade, and careful attention to all departments, is bound to result in continued growth and expansion is the lesson learned by glancing back at the record of McKelvey & Birch, Kingston. The success of the firm has been marked ever since the day away back in the sixties when they first threw their doors open to the public. Since then they have not only worked up their hardware connection, but have a tinshop employing twelve men, and a plumbing department in premises adjoining the hardware store.

That McKelvey & Birch had the courage to accept every opportunity that came their way is the one great reason why they have progressed upward so steadily. Some hardwaremen find their business outgrowing the premises they are occupying, but lack the courage to accept the growth as grounds for an expansion of their facilities and scope. They hesitate, and the opportunity is soon lost. Men of

this stamp plod along all their lives in one store without any appreciable gain or loss. But such was not the case with McKelvey & Birch. They have met every increase in trade with an increase in their facilities for handling that trade.

The firm of McKelvey & Birch was established in 1865 in a small shop at 186 Wellington street, Kingston. The business of the firm grew rapidly, and in 1869 it was found that the original premises had been far outgrown. Accordingly they moved to a larger store at 71 Brock street, where they remained for five years without further change. During that time they developed each branch of the business—hardware, tinning and plumbing—with impartiality. In 1874 the necessity for more space was sorely felt, and it was decided to make an enlargement. This was done, and matters went along for eleven years more. It then became apparent that something must be done to provide more room. The wisdom of separating the plumbing and steamfitting department

appealed to both members of the firm, and this step was accomplished by securing the property next door. This seemed for a time to have effectually solved the question, but as the years passed, the business continued to grow, and six years ago it was decided to entirely remodel the property. The old buildings were torn down, and a new structure reared its head in the old familiar place—a building constructed along modern lines and thoroughly equipped to meet the demands of the firm's extensive and varied business. The floor space in the building totals 29,064 square feet, all of which is utilized by the firm.

The number of employes now reaches sixty-five. Of that number, thirty-five are engaged in the plumbing end of the business, and quite a few are out of town practically all the time on the outside contracts secured by the firm. The exterior view of the premises shows a portion only of the McKelvey & Birch staff.



A view of the interior of the hardware store of McKelvey & Birch.

Still in Charge.

It is interesting to note that the two original members of the firm, John McKelvey and Samuel Birch, are still actively controlling and directing the business. Their long term in business and their unvarying success, has placed them among the best known in their line in Canada.

Aim of the Firm.

The firm have always striven to keep their stocks up-to-date in every respect. They believe that to be successful a merchant must follow closely the vagaries of public demand, and they have consequently endeavored to carry the latest goods and devices.

Another business motto of the firm has been to promise the best quality of work and to see that the promise is fulfilled to the letter.

Well Arranged Store.

The view of the interior of the hardware store gives an adequate conception of the orderly and attractive appearance of the premises.

All the fixtures are of oak and counters have been largely eliminated in favor of silent salesmen. There are a number of glass showcases on both sides of the store and at the front. They are utilized for the display of all varieties of goods. It will be noticed that one

of the cases shown in the picture has a top which slopes down, thus making it easier for the customer to scan the contents of the case. Cutlery and silverware is stored in there for the most part.

On entering the store, the shelf hardware, tools, etc., are found to the left and the enamelware to the right. The paint department is at the rear on the left hand side. The paint stock is large, however, and is kept in very neat and attractive order, so that customers cannot fail but notice it.

The metal ceiling adds materially to the appearance of the store, but the effect is marred by the variety of articles suspended from the ceiling at the rear. Fortunately the goods thus displayed are not allowed to obtrude beyond a certain point, and, in the front of the store, the ceiling is entirely clear.

A Lighting Device.

A novel device has been adopted to light the store. As will be seen from the photograph, the electric lights have all been installed in grooved-out sections of the ceiling beams. The grooves are lined with beveled glass, which act as reflectors, thus throwing the light back into the store. With the exception of the lights thus placed, the only other illumination device is the large gas burner, which is seldom needed.

This lighting scheme has much to commend it. The beams in metal ceilings are generally hollow, and the work of stringing the wires is thus facilitated. The position of the lights reduces the danger of breakage to a minimum, and also eliminates any danger of fire from defective wiring.

Big Roofing Business.

McKelvey & Birch have made a strong bid for roofing work, and are now doing a great deal in this line. Roofing fits in as a natural branch of the tin-shop, and the two lines are worked in conjunction.

HARDWARE WINDOW WRECKED BY AUTOMOBILE.

Montreal, Sept. 19.—An automobile on a rampage last Saturday afternoon jumped the curb on St. Catherine St. West, after bumping into the rear end of a street car, crossed the sidewalk, and crashed into the window of the hardware store of Philbin & Co., near Greene Ave. The plate glass and frame were shattered, and some of the stock on display in the window was damaged. It was raining at the time, thus accounting for the skidding of the auto, but the police claim the driver was exceeding the speed limit.

Snappy Advertising that Brings Results

**Mr. W. J. Carter of Picton, Believes in Hammering on One Thing at a Time—
Has Seen the Results—Used Well Known Facts to Make Farmers Realize the
Value of a Fly Destroyer.**

Fully as important as handling goods which are bargains, is to let people know that you have those bargains. All business men are coming to recognize this, hence the great attention paid to advertising. A man secures a sole agency for some product which will meet a long felt need. He probably feels pleased with his success, but what he has to do is make his customers pleased with the goods. He wants that kind of satisfaction which comes from sales secured.

Advertising is simply telling people of a certain article; awakening in them a feeling of need for it; and leading them to see where they may satisfy that need. Advertising is not an exact science. It is a science, moreover, which is in its infancy. Everyone has something to learn about it.

This being so, what Mr. W. J. Carter of Picton, has to say on the subject is of great interest. It is of especial interest, moreover, to hardwaremen, for Mr. Carter holds an exactly opposite opinion to that expressed by many in that line. He thinks hardware lends itself to advertising especially well. Mr. Carter does not speak at random either. He has proved his ads.

Campaign to Sell Pumps.

"I've just been carrying on a campaign to sell pumps," the Picton dealer told a Hardware and Metal representative. "Pumps of all kinds, force pumps, well pumps, pumps for sinks, every pump we handle was advertised. Through the papers we told the farmers what we had and why they should buy. I didn't expect the results so soon. Why we've sold a great number already and I expect we will sell many more during the next few weeks."

Here Mr. Carter brought out one of the especial planks in his advertising platform. "I think," he said, "that it is best to use two or three different spaces in the same paper to advertise two or three different things. Make each advertisement separate. It is better to pound one thing home at a time. But I usually add a note at the end to remind the readers that we carry every line they may be likely to want. This needn't take away from the central idea of the ad., either, for instance, when I was advertising blankets as a specialty, I added a note saying that Carter Bros. also handle snaps, bits, buckles and all other goods required by owners of horses and cattle."

This campaign to sell blankets, by the way, is well worth speaking about. It seems Mr. Carter does considerable buying from a small and exceedingly conservative firm—a firm that does little advertising and has no traveler on the road. Perhaps these facts explain its smallness, but, however, that may be, Mr. Carter discovered the concern years ago, and has since bought from it steadily.

One Blanket at First.

Last Christmas the firm enclosed with an order a little slip telling of special values they had in horse blankets. A great deal of buying in this line was

When Cheese is 13¹/₂c per lb.

It is up to the farmers to get the best possible results from his cows, which is an utter impossibility if they are tortured day and night by flies.

Dr. Williams Fly Killer

Kills flies and keeps them off your cow
It gives them comfort while they eat.
It gives them comfort while they drink.
It gives them comfort while they sleep.
It gives them comfort while you milk.
It's good for horses too.

PRICE \$1.00 PER GAL.

CARTER BROS.

over, but Mr. Carter determined to get three samples. These came. They seemed splendid value, and an order for one dozen was immediately despatched.

At the same time an advertisement was carefully prepared. It called the attention of the farmers to this superior blanket, which could be secured for \$1.50. It stated some of its superior points, six inches greater length, binding all the way around, a wide, comfortable girth. That dozen went as soon as received. More were ordered, and, late in the season, though it was, 52 blankets were disposed of.

Coupling two well known facts gave Mr. Carter an ad. which created a heavy demand for fly killer. He knew of the high price paid for cheese. He realized that cows, when tormented by flies, give little milk. He brought these two facts home to the farmers in such

a way that they understood it would mean money to them if they could keep the flies off their cattle.

Always One Constant.

A series of ads. were prepared along this line, but always they ended with the same catchy sentences:

"Dr. Williams' Fly Killer.

Kills flies and keeps them off your cows.

It gives them comfort while they eat.
It gives them comfort while they drink.

It gives them comfort while they sleep.

It gives them comfort while you milk.

It's good for horses, too."

Having one part of an advertising series which remains constant Mr. Carter believes is a great thing. That becomes a catchword, and a catchword is a splendid advertisement.

A Strong Inducement to Buy.

This constant part of the fly destroyer advertisements was undoubtedly well worth keeping regularly before the people. Look at that line, "It gives them comfort while you milk." That was calculated to interest the farmer and the farmer's wife. Everyone who has milked knows the joy of being lashed by the fly-maddened cow's tail. Every one who has milked knows the profane feelings aroused when the tormented beast kicks over the near-full pail. "Comfort while you milk." That meant comfort for milker and milked.

As with his other goods so Mr. Carter has advertised oil. He handles one special line and has reiterated the statement that "it gives a purer, cheaper, whiter light," until all readers of the Picton papers know that line by heart. Other parts of the advertisement change regularly, but not this. "I've been pounding that in," commented Mr. Carter, "so that now whenever people think of oil they think of Carter Brothers."

So the people of Prince Edward County are told what articles they may buy to advantage. In other districts different lines might be better worth advertising, but the manner in which Mr. Carter conducts his campaigns could well be emulated. He never loses a chance to tell the people of the work he can do for them. His stationery advertises the line of paint he carries. He has one object always in view to make the people see what goods Carter Bros. keep, and to make them feel they need some of them.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Townships Bank Building. Phone Main 1255
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SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

TRADE HAS BEEN GOOD.

Now that the summer months are over, it is possible to estimate the state of trade during the past season. Reports from all sections indicate that business has been exceptionally good. There has been practically no mid-summer slump and trade has been active from start to finish. The following statement is made by one Ontario hardware firm:

"Our-half yearly report has just been completed, and we are pleased to state that the last six months have been the largest in our business. The way goods are going this month, it looks as if the next six months will eclipse the former. We have already unloaded this month our car line: two cars of paper, one car of cement, besides package hardware, which would easily mean another car."

While all reports heard have not been quite so pronouncedly good, there has been an unvarying strain of optimism apparent. Satisfaction with the summer's trade obtains with equal force in manufacturing, wholesale and retail circles.

The prospects for the fall and winter are equally good. With a splendid crop safely harvested and evidences of industrial activity on all sides, there is no reason to anticipate anything but a continuation of unabated prosperity through the fall and winter months.

A CORNER THAT HAS BROKEN RECORDS.

Tin is one of the most essential of all metals, and is one of the few for which there is no substitute. It touches the hardware trade in many different connections. Hundreds of articles sold in the hardware store, are made of tinfoil. Hundreds of others are of cast iron, tinned. Solder, which is extensively used in the trade, is largely composed of tin. Therefore, everyone in the hardware trade should be concerned in the vagaries of the tin market.

For the past eighteen months, the tin supply has been cornered by a Syndicate which has broken all records in the metal markets. Several times slight breaks in tin prices have occurred, and have lead some market experts to predict the early disintegration of the corner. Their predictions have not been fulfilled, however. In fact, it has invariably developed that the break was only a shrewd move on the part of the Syndicate, enabling them to strengthen their hold on the market.

Some such incident has featured the tin market during the past two weeks. The last issue of Hardware and

Metal contained news of a drop in tin prices. Early in the present week, still further reductions were made, and tin consumers began to see the end of the corner. Naturally, they refrained from buying, on a falling market. Then came the monthly Banca sales, in which 2,500 tons of tin were auctioned. As everybody outside the Syndicate seemed to expect lower prices, bids were very backward, and the Syndicate were able to buy in what they wanted, at a low figure. Then, with the Banca sales over, the price was immediately forced up again.

And so it goes. The Syndicate seem able to turn every circumstance to their advantage and tin consumers who are looking for appreciably lower prices before the end of the year, will hardly realize their expectations.

A NEW DEPARTMENT.

With this issue, Hardware and Metal inaugurates a new department which will be devoted to stoves, furnaces and kitchen accessories. While this paper has always devoted considerable attention to stoves and heating goods, the growing importance of this branch of the hardware business demands more attention now than has been given in the past. Hardware and stove dealers are particularly interested at the present time in everything that pertains to the stove trade.

It is the intention of this paper to devote a page to comment on the stove market situation, and to publish, in addition, all the news of the stove world, together with articles dealing with the many phases of salesmanship and retail management. We feel that the new departure will prove of great interest to all readers. Contributions to the columns of the stove department, either in the form of recapitulation of methods or suggestions for the improvement of the trade, will be gladly received.

GLASS WILL BE SCARCE.

With contractors, everywhere, hurrying to enclose their buildings before the cold weather sets in, there promises to be some lively scurrying around for window glass, during the next two months. And, what is more; it is almost assured that higher prices will rule as soon as St. Lawrence navigation closes, if not before.

As is well known in the trade, the great bulk of window glass used in Canada, comes from Belgium, and is brought up the St. Lawrence to Montreal, whence it is trans-shipped to all parts of the Dominion. The largest ships sailing from the Belgian port of Antwerp, to Montreal, are those of the C.P.R. line, which first load at London and then go across to Antwerp for their Belgian cargo, before sailing for Montreal. During the strike at the London docks, these boats were unable to discharge and take on cargo, at London, or even to clear for Antwerp. As the strike occurred just at the season when great quantities of glass are shipped for the Canadian trade, carloads and trainloads of this commodity piled up at the Antwerp docks. Shipments were so far delayed that, when the boats finally resumed their routes, it was found impossible to carry all the glass that was offered at Antwerp.

The result has been a decided scarcity in Canadian warehouses, and the only thing that has prevented higher prices, is the fact that shipments which have come to hand, were those which should have been delivered in the spring, and were bought at lower prices than now rule in primary markets.

One of the leading Canadian glass importers recently sent some specifications to their Belgian friends, for ship-

ment on the last boat. A reply came promptly, strongly advising earlier shipping dates. It was stated that, even with the orders now on hand, there is bound to be a tremendous congestion towards the close of navigation.

Under the circumstances, dealers will do well to see that their glass requirements are sent forward as promptly as possible. If they follow the usual custom of waiting until the last boats, they are very likely to be disappointed.

THE BINDER TWINE TRADE.

With the rapid increase of the acreage in the West under cultivation, the demand for binder twine from that section of the country has become extremely heavy. The large extent of the demand is indicated in the report of H. L. Haycock, Dominion inspector of binder twine, who has returned from a tour of the West. Mr. Haycock gives some interesting statistics. He has figured it out that practically 3,861,000 miles of twine will be used. In other words that, if drawn out in one long string, the binder twine used in the three prairie provinces would encircle the globe 150 times. With this amount it would be possible to connect the moon and the earth with about forty strands.

His report indicates that the consumption of binder twine will be three times as heavy this fall as in any previous season.

STABILITY IN TARIFF MATTERS.

After an election the partisan element is largely eliminated, and business men are more inclined to discuss questions on their merits.

A manufacturer in Eastern Ontario who worked against the Conservatives in the recent campaign stated the day after elections he was not sorry the reciprocity bill was defeated, as it would show both political parties that the majority of the people wanted stability in tariff matters.

There has been a feeling of unrest among United States manufacturers during the past few years, owing to the probability of a reduction in their tariff. Most manufacturers decided not to add any new machinery or make any extensions to their plant till they were assured that the Government was through revising the tariff. Much the same situation has been developing in Canada, but the period of suspense has been of short duration, and the verdict of the people, given September 21, has made it plain that all classes are in favor of stability in tariff affairs.

Canadian manufacturers will now feel safe in going ahead with extensions they had contemplated. A number of United States and British firms, either rightly or wrongly, expected that if the reciprocity agreement carried, it would be followed very shortly by a general reduction in duty on manufactured goods. These firms will now feel more inclined to establish Canadian branch factories, knowing that there is very little chance of any reduction in the tariff during the next decade at least.

Complaint has been made for some years that goods are being "dumped" into the Canadian market. A special clause was inserted in the tariff about seven years ago with a view to making it impossible to invoice goods for duty at a lower price than they were being sold in the home market. This clause has not been strictly enforced, and to meet this competition, some Canadian manufacturers have been compelled to sell their season's output at a loss. This is grossly unfair, both to the Canadian manufacturer and to the buyer who will not make a false

statement to secure a lower price. It is putting a handicap on honesty, and the Government will do well to put forth every effort to make the dumping clause serve the purpose for which it was intended.

POINTED EDITORIALS.

Wake up, Mr. Paint Dealer, and triple **your** sales.

Belleville has got off to a flying start in the race for next year's convention.

This week's happenings indicate that tin is destined to command high prices for some time to come.

A subscriber submits this conundrum: "Why is W. G. Weichel like an ace?" Easy. He beat a King.

Better get those blanks, for recording sales of weapons, offered by the Ontario provincial police department.

Hardwareman named Walker elected in East Northumberland by 350 majority. A pretty good run for a Walker.

"Business in summer goods," explained a Winnipeg hardwareman, "is like Reciprocity. It has come to an untimely end."

"I have sold more furnaces this fall than in any two preceding seasons," said a dealer the other day. The furnace industry is certainly humming.

One begins to realize the immensity of the Western wheat crop when the binder twine used on the grain would stretch one hundred and fifty times around the globe.

The hardware trade is well represented in the Commons and it may be that one of the contingent may be taken into the cabinet. Major Currie and M. Blain have been mentioned for portfolios.

Election excitement having subsided, everybody has settled down to business, and hardwaremen, especially, are glad to find their stores taking on the busy appearance which is characteristic of the season.

Will the paper-bag cookeery craze last? ask hardwaremen in the old country. Hardwaremen in Canada are asking, Will it ever arrive? So far as we can learn no stores are handling the ermaline bags yet.

Nine property owners out of ten are saving cents by economizing on paint and losing dollars in property depreciation. And you, Mr. Dealer, are to blame because you have never bothered to show them the folly of it.

Curling clubs have asked wholesale houses to supply them with curling brooms, saying they could not get these from local hardwaremen. This means there are some dealers who have not lived up to their opportunities.

The hardworking statistician rises to remark that, if all the binder twine used this year in the North West were strung out in one long string, it would take an engine traveling at the rate of 60 miles an hour, and never stopping, over seven years to reach the end of it.

Handling Supplementary Lines

Business Now Overlapping and Many Hardware Men Feel They Must Enter New Fields—Wallpaper Carried With Great Success—Some Selling Talcum Powder and Other Shaving Accessories.

That line of demarkation which used to arise like a Chinese wall between one business and another has been sadly broken of late years. While the department store has not found its way into every place the department store idea has, and so in every city and town are to be found dealers encroaching upon the ground of others.

There is little use deploring this. The change has come, apparently to stay, and wideawake hardwaremen are accepting it as the inevitable. They are not lamenting that druggists and others are now commencing to handle certain classes of hardware. But they are continually on the watch for lines which they may profitably add to those they have handled for years. It must not of necessity be a regular hardware line, merely one which goes well with hardware.

Local Conditions Everything.

What may be added profitably in one place might of course prove but a poor addition to stock in another. There are many things which a dealer must keep in mind, but first, last and all the time he must consider local conditions. When he adds a new line it should be one which few others handle, or one which is suggested by some staple which he already sells in large quantities.

H. R. Smith, of Cobourg, has established as his great supplementary line, wallpaper. That is hardly correct. Wallpaper was a supplementary line, but now it is one of the most profitable carried. It does not hurt the sale of the staple goods—rather it helps that; and it has proved a great money maker.

In Mr. Smith's store, a large space at the back, such as is utilized for stove display in many shops, is given over to the display of the wallpaper. Skylights make possible careful inspection of the various styles and shades kept.

Space Well Employed.

Mr. Smith has no hesitation in saying the space employed to show this paper has been space well used. "I could have put stoves in there," he remarked to Hardware and Metal's correspondent, "but I would not trade wallpaper for stoves. They might be better some places, but not for me here in Cobourg."

But Mr. Smith emphasizes some things which a man must have before he can hope to do well with wallpaper.

First of all, he must have a good deal of space to devote to this line, for it is absolutely necessary to carry a good stock. People have definite ideas as to what they want in wallpaper. Perhaps they have planned a blue room. Perhaps they want it green. They may want flower effects or tints. They know what they want and they aren't going to be suited until they get it.

Then skylights are essential. People must be able to see exactly what they are buying. A man can decide between axe handles in a moderate light. A woman can tell which can opener suits her best in the dark, but neither man nor woman will decide upon wallpaper unless they see it in broad daylight—see it as they will see it daily in a sunny room.

Necessary Requirements.

If a hardwareman has the space, and can construct the necessary skylights, if also he sees an opening—a field which is not over supplied already, it seems he might well take up this line. He would make money directly, and he would find, as Mr. Smith has found, that his business in the old hardware lines would help his wallpaper business, and that his wallpaper business would help his old hardware business.

A woman comes in for tacks. While waiting for them to be wrapped up, she spies the wallpaper. She is thinking of papering a room—"yes that is pretty"—how much would it cost? Sales are made that way.

On the other hand, a man or a woman who has come to look at wallpaper frequently sees something else that is wanted—a pot of paint perhaps—a door knob—a mop.

Blinds as a Side Line.

W. L. Allen, of Cobourg, handles blinds as a side line, and a paying side line he has found them. Window blinds take practically no space. They can be draped from shelves in almost any part of the store. They sell themselves, for customers seeing them remember their need at home; inquire the price; and, when this is satisfactory, buy.

Selling Shaving Accessories.

R. C. Chown of Belleville, has within the last month added shaving accessories to his stock, now displaying a full line of talcum powders and shaving soaps. "The druggists have undertaken to handle razors and razor stops," remarked Mr. Chown, "so I guess we are

justified in taking on these lines. When a man buys a razor now we try to sell him the other things which he will need for shaving. We're doing it too."

So it goes. Businesses are overlapping. Many are now handling not only hardware proper but whatever they may well sell in a hardware store. The introduction of one article leads naturally to the introduction of others. Those days when a merchant could buy a certain stock, turn it over and buy again are gone. He must now constantly looking out for something new, something which may find a ready sale in the district in which he does business. What the hardwareman in the next town is doing successfully might prove disastrous for him. He has to size up the local situation and see the opportunities it offers. It may be stoves, it may be wallpaper. It may be something quite different. But most dealers are finding that they improve their earnings by taking on lines other than the regular hardware staples.

LAKE SUPERIOR CORPORATION DOING WELL.

Montreal.—Mr. T. J. Drummond states that the annual report of the Lake Superior Corporation was very satisfactory in view of the fact that construction work is still going on and the company has by no means been able to show what it can do when everything gets under way. The output of pig iron this year was 170,359 tons, against 153,528 last year, and rails 208,283 tons against 201,615 a year ago. The reserve fund now stands at \$507,525. The surplus subject to depression and other charges was \$1,200,216. The report says that the Algoma Central, which will connect with the C. P. R., Canadian Northern and G. T. P., is progressing rapidly, and that the plant in general is in good shape.

PRAISE FOR OUR SHOW-CARD COURSE.

Editor Hardware and Metal.—

The course in card writing, at present running in Hardware and Metal, appeals to me as being one of the most practical along this line that I have ever seen, and it should prove of incalculable value to those who take the time to work it out.

JAMES SHELDRIK,
Hagersville, Ont.

Hardwaremen are Helping to Blaze the Trail

**Members of Trade are Among First Settlers in a New Town—
Joe Bell Locates in Mining Camp of Swastika—Some Reminiscences of Early Days in Pioneer Sections of the West.**

The miner and the railroader are generally the first to break into new territory, and they have become foremost as a result among modern pioneers. Where one goes, the other follows shortly after, and between the two of them they have of late years opened up to settlement many sections of hitherto unknown country—lands of great fertility and rich in mineral stores. Now a third class are bringing evidence of their claim to rank among the foremost of pioneers—the hardwareman.

It is a fact that the hardware store is among the first buildings found on the

new camp Swastika, and Swastika it has remained. There are indications of rich mineral deposits in that neighborhood, so the future of the town seems reasonably assured.

Among the early arrivals at the camp—three months ago, to be exact—was a hardwareman in the person of Joe Bell, formerly of Haileybury. While his business at Haileybury had reached a highly prosperous stage, Mr. Bell concluded that a greater opportunity awaited him at Swastika, and he moved. The building which he now uses as a store was one of the first structures in Swas-



The Mining Camp Swastika as Seen From the Railroad—The Hardware Store of Joe Bell is the Most Noticeable Building in the Place.

new townsite. In several instances recently, it has been the first. Hardwaremen are earning the title of the most daring of merchant men, for they are almost invariably among the first batch of settlers to locate in the new sections.

The accompanying photograph shows the new mining camp of Swastika as seen from the railroad. The photograph gives a more adequate conception of the energy of the local hardware dealer than it does of the present extent of the town itself—for Swastika is now a bustling and growing place of nearly one thousand people. It is located 164 miles above North Bay on the Temiskaming and Northern Ontario Railway, and 89 miles south of Cochrane, the junction point of the Grand Trunk Pacific.

Nevertheless, Swastika is one of the very newest points on the map. Its history dates back a few months only. This spring the news got around among the mining camps of Cobalt and Porcupine that a big "strike" had been made farther down and a "stampede" started. Some one among the miners with a knowledge of mythology, dubbed the

tika. Mr. Bell is living in the structure shown immediately to the right of the store, which was the first building in the place, so it will readily be seen that he got in on the ground floor.

The store is not very large, but it answers the purpose, and a good assorted stock of hardware and stoves is carried. As might be expected, a lively trade is conducted. In all new settlements the demand for hardware is pronouncedly heavy.

Difficulties Experienced.

The dealer who carries on business in an old and well established section of the country can have no conception of the difficulties experienced by the man who starts up in a pioneer town. It frequently happens that the town is started before the railway gets through, and, in such cases, the work involved in taking in a stock is arduous and trying. There is, however, a fraternal spirit among pioneers which enables the dealer to find plenty of help. In the case of H. H. Johnston, of Talmage, Sask., (a description of Mr. Johnston's store appeared in the fall special number of

Hardware and Metal) the farmers of that section were so anxious to have a hardware store located in Talmage that they voluntarily teamed in his stock free of charge. It is not always possible, however, to find such ready assistance, and the hardwareman generally has to personally arrange for and manage the transportation of his goods.

Rough and Ready Days.

A Western dealer who had gone through some interesting experiences in the early days of the West, was a visitor at the office of Hardware and Metal this summer.

"I went into S—— in the spring of 1891," he declared. "S—— was then a promising place of four hundred people, with one general store, and no railroad connection. It was right in the heart of a good wheat section, though, and I was confident that in ten years it would become one of the liveliest towns of the West.

"Everything had to be teamed in, and, as luck would have it, we struck the rainiest season that the country has ever seen, before or since. I made seven trips on foot a distance of sixteen miles with a pack of small goods on my back."

The Tinshop.

The pioneer hardwareman is almost invariably a practical tinsmith, and sometimes a plumber as well. He is called upon to do all such work and, in fact, generally finds that part of his business quite as profitable as the straight hardware trade. One of the most prosperous hardware merchants now in the West started in a town of eight hundred people as a tinsmith, with no previous knowledge of the hardware business.

CIRCULAR SHAKING AND DUMPING GRATE.

With reference to the closing sentence of first paragraph of article with above title in our August issue, and in which it was stated that the grates supplied to the Walter M. Lowney Co., Montreal, were the first of their kind, we have since been informed that grates somewhat similar, of the shaking and dumping type, had been used previously for circular furnaces.

HARDWARE INVENTIONS.

Among recent Canadian patents issued are: F. A. Winterson, a lantern; J. Park, levers for attachment of horse-shoes; B.B.B. Blizard nails; J. W. Guimont, a water heater; A. W. Taylor, a fastening device; W. Thomas, telescopic safes.

Lesson 3--Complete Course in Cardwriting

The Third of Series of Twenty Complete Lessons Constituting the Edwards Short-cut Course--Plate Three Shows the Single and Double Stroke Block Capitals--One of the Best Alphabets for Pronounced Headlines.

By J. C. Edwards. (Copyright applied for).

The three cuts showing the right way to hold the brush while lettering, while drawing a line and the equipment necessary will appear in almost every lesson of this course for the purpose of impressing on the mind of the student the importance of holding the brush correctly always. Watch your grip on the brush and do not get the fingers cramped, otherwise your lettering will be stiff and cramped as hand-writing often is.

Always see that the paint is not too thick and sticky and have it work nicely from the brush.

The alphabet illustrated is a very important one for strong headlines and can be used where the single brush

son. No. 2 is the second, but No. 3 widens stroke 2, making it double width, and No. 4 finishes the letter, as in the lesson on brush stroke block.

Letter B consists of seven moves or strokes. No. 1 is the same stroke as No. 1 in plate 1; No. 2 widens or makes it a double stroke; Nos. 3 and 4 are also the same as in B of the brush block, but No. 5 adds the double stroke to the curve.

The C is finished in four strokes, the first three being exactly the same as those of the single stroke block with

J, L and T are easy, while K, M, N, V, W, X, Y and Z are the reverse to the letter A, necessitating the practice of the inverted angle, but will be mastered by practice.

Always keep the card directly in front of you to avoid leaning letters.

The Difficult Letters.

The O and Q are quite difficult letters to make in this style of letter, but the instructions are explicit enough if the writer is careful to keep the letters from taking on a laying-over appear-



The Necessary Equipment.

stroke, if made heavy, would take up too much room and would have a tendency to be too black, and not readable. The single and double stroke block can be made normal, extended or condensed.

The normal letters take a space about square, the extended letter is longer than it is deep, and the condensed is narrow and more words can be put in a line than by using either of the former letters.

The letters used in this plate are more of the condensed style; every move is illustrated, showing the strokes in their proper order, with arrows indicating the direction the brush was moved in executing each stroke.

How Letters are Made.

The letter A was made in four moves, No. 1 is the first stroke of the first les-

son. The fourth to give the double stroke on the curve.

D, P and R are along the same lines as the B. The strokes are plainly indicated and will be easily understood if a close study of the plate is made.

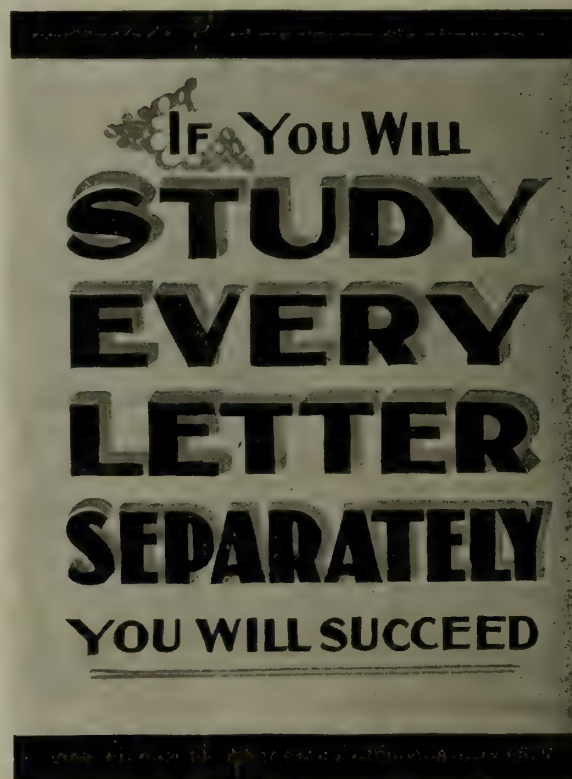
Letters E and F are very simple and precisely the same, except that the F has one less stroke and stroke 5 in E is the fourth in F.

The strokes 1 and 2 in letter G repeat the first two in C; stroke 3 is the duplicate of 4 in C; the 4th and 5th in G finish the letter.

H and I are very simply made and easily understood.

ance. The small or single stroke should be at the top and bottom, the cyma or spur which is added to the O to make the Q is made in two strokes only, as indicated by the arrows and numbers.

S is, without a doubt, the most difficult of all letters and should be practised a great deal to get it perfect. Stroke one in the S may be made so that the second stroke will come either at the top or at the bottom. In fact, it is often necessary to add half a stroke above and one-half below to



Card showing effective application of the single and double stroke block capitals.

Continued on page 46.

Plate N^o 3 - Single & Double Stroke Block Capitals ~



A **Λ** **Λ** **Λ** **Λ** **B** **I** **I** **I** **I** **P** **P** **P** **P**
B **C** **C** **C** **C** **C** **D** **I** **I** **I** **D**
D **E** **I** **I** **I** **E** **E** **E** **E** **F** **I** **I** **I** **F** **F** **G** **C** **C**
G **G** **H** **I** **I** **I** **I** **I** **H** **I** **I** **J** **J** **J** **K** **I**
K **L** **I** **I** **L** **M** **I** **I** **I** **M** **M** **N** **I**
N **N** **O** **C** **O** **O** **O** **O** **O** **P** **I** **I** **P**
P **Q** **C** **O** **O** **O** **O** **Q** **R** **I** **P** **P** **R**
S **S** **S** **S** **T** **T** **T** **U** **U** **U**
V **V** **V** **W** **V** **V** **W** **W** **W** **X** **I**
X **Y** **Y** **Y** **Z** **Z** **Z** **Z** **?**

LESSON THREE IN CARD WRITING

(Continued from page 44.)

bring the whole finished stroke in the centre of the letter.

The other two strokes are the same as the second C stroke and the second J stroke.

U is really two reverse J's with the heavy stroke always on the left side as shown.

The small letters preceeding the strokes of the various letters are shown, shaded with the upper right hand shading. It is done with grey paint, mixed as described in the lesson No. 1, with a single stroke of the brush and always at the same angle. The accompanying card shows this alphabet in card form with the lettering spaced properly and shaded with a striking illumination in the form of heavy black lines at top and bottom of the card, and a little scroll effect around the first word.

NOTE.—Use a flat brush—a red sable in albata, size 7, as this is a very useful size. Draw the brush flat by dipping in the paint and rubbing back and forward on a piece of cardboard until the edge is chisel-shape. Hold the brush as indicated in cuts shown. Use letterine in black.

For further information re outfit, etc., write to the author, J. C. Edwards, care of MacLean Publishing Co., Toronto, or Hardware and Metal.

"Kernaghan Bros., hardware and tin dealers, Winnipeg, are moving into more commodious premises on Water Street."

Editor's Note.—As far as we can learn Kernaghan Bros. as a firm are not in business in Winnipeg. T. A. Kernaghan is in the plumbing business in that city.

* * * *

"The manager of the Chown & Cunningham stove foundry told the Kingston city council on Monday night that unless the company get exemption they will leave the city."

Editor's Note.—It is, of course, known to all members of the trade that there are two wholesale hardware establishments in Kingston now boasting the name of Chown—A. Chown & Co. and Edwin Chown & Son.

Hardware Letter Box

Brass Ferrules.

Geo. A. White, Trenton.—"Who are the makers of brass ferrules in Canada such as are used on the end of chisel handles?"

Enquiry among brass manufacturers fails to elicit any information as to the manufacture of brass ferrules in this country. One manufacturer stated that he had recently set enquiries on foot to ascertain where supplies of this kind could be found in Canada, but had met with no success. It is said that to make the manufacture of brass ferrules pay, it is necessary to sell a larger quantity than the demand in Canada is equal to as yet. American makers are the American Ring Co., Waterbury, Connecticut, and Cassidy, Fairbanks Co., 6106 La Salle street, Chicago.—Editor.

Steel Wheels.

Illsey Bros., Castor, Alta.—"Have you any information as to where we can procure a variety of steel wheels with axles suitable for use in mining coal? We have been supplying a cast iron wheel, and would be glad to have any information as to where the steel wheels are made."

The Nova Scotia Steel and Coal Co., New Glasgow, N.S.; Mussels Ltd., Montreal; Canadian Fairbanks Co., Montreal; General Supply Co., Ottawa.—Editor.

The Franklin Stove.

In the issue of Sept. 23, an enquiry was published from A. A. Hunt, of Abernethy, Sask., as to the makers of Franklin stoves. The James Stewart Manufacturing Co., Woodstock, write

that they make three styles of Franklin stoves and, although it is an old time stove, they still have quite a demand.

Souvenir Ranges.

Stephen Kerr & Co., Ingersoll.—"Can you tell me who makes the range called the 'Souvenir'?"

The Hamilton Stove and Heater Co., Hamilton, make the Souvenir range.—Editor.

MONTREAL MANAGER APPOINTED.

James W. Moncur, who for the past five years has been connected with the E. T. Wright Co., has severed his connection with that firm and has accepted the management of the Montreal Branch of the Ontario Lantern & Lamp Co. Mr. Moncur takes over the office and warehouse at 30 St. Dizier St., Montreal, where he will carry a large and varied stock of all lines manufactured by the Lantern Company. He retains his old territory where he has become so familiar a land mark, his ground being from Kingston east to Halifax.

W. T. Grose, the Montreal manager of the Ontario Lantern & Lamp Co., has resigned his position as eastern representative on account of ill health. W. H. Ginder, the president, presented Mr. Grose on behalf of the company, with a handsome piece of silverware suitably engraved, as a slight token of the company's appreciation of Mr. Grose's hard work during the past few years.

MOTION WINDOW DISPLAYS.

Ottawa, Sept.—The store window of to-day, if properly utilized, forms an epitome of the store itself, and also provides ample evidence of the progressiveness of the management. In this respect the manufacturers can and are rendering advantageous assistance, some of which assumes the form of mechanical and electrical motion devices, illustrating pointedly the special features of the goods advertised. Three of these window attractions having been used by Charles Watt with good effect. On many occasions the crowd blocked traffic on the sidewalk and the clerks were obliged to stop the mechanism in order to clear the street. The first one used was on behalf of Liquid Veneer, the second demonstrated the construction and operation of the Yale Lock, and the third, which is now on view, illustrated the advantages of the Yale Door Check. This store is taking advantage of all such means of window advertising, and beneficial results are confidently expected therefrom. Of course, in addition to the window, the newspaper forms an invaluable aid to the promotion of trade, and in this respect also the above mentioned firm is a liberal follower.

Twenty Years Ago In the Canadian Hardware Trade

The following items are gleaned from Hardware and Metal issue of October 3:

"Trade does not show any marked improvement. It is reported dull by all wholesalers and money is scarce. Prices are generally steady, the only exception being linseed oil, which has declined a point further. It now quotes at 57 to 61c for raw and 62 to 64c for boiled."

Editor's Note.—It is interesting to note that linseed oil is quoted at \$1.05 and \$1.08 in Toronto at the present time—almost double the price of twenty years ago.

* * * *

"Robert Moore, hardware dealer, Ridgetown, Ont., is removing to Lis-towel."

* * * *

"Mr. Douglas McArthur, for many years with Rice Lewis & Son, has closed his connection with that house to open an office in Toronto, for C. B. Wright & Sons, manufacturers of cement etc., Hull, P. Q., who are opening an agency here."

Is Purchaser of Stock Liable for Amounts Still Owing on Goods?

"In case of a stock bought from a dealer at 90 cents on the dollar, would the purchaser be held liable for amounts still owing on any of these goods, by the seller?"

ENQUIRER.

The above enquiry has been received by Hardware and Metal from a reader. It opens up a question of vital interest. Undoubtedly a great deal of misunderstanding and litigation has resulted from transactions involving the sale of encumbered and bankrupt stocks and the matter is one, therefore, in which considerable interest is taken.

The information given in the present instance is too vague to permit of a direct answer being given. It is not stated whether the stock bought is bankrupt stock or not. Nor is it made clear whether the purchaser intends to remove the goods or to carry on business in the old stand of the seller. It will readily be seen that these are all very important considerations and the safest way to answer this enquiry will be to deal with each phase. The writer can only speak from experience and not from direct legal knowledge.

If the purchaser has taken over a bankrupt stock—that is, has purchased the goods under the hammer—he cannot be held liable for any amounts still owing. The sum that he pays for the stock is applied to the assets of the defunct business, and is divided among the creditors. It does not matter in this case whether he pays 90 cents on the dollar or nine cents.

In case the seller of the stock is still in business, the situation is, of course, entirely different. If the purchaser buys the stock and removes it elsewhere, the writer's impression of the case is that the creditors cannot follow the goods into his place of business unless they have a lien. In that case, they can still assert their rights to the stock. The writer remembers a case where a Canadian hardwareman purchased a large amount of stock from a fellow hardwareman in a neighboring town. He removed the goods to his own store but was not allowed undisputed possession, for it proved that a wholesale firm had a lien on practically the whole stock. The purchaser in this case was the sufferer but he was himself to blame for the amount he had paid for the goods was so unusually small that he should have suspected the presence of an Ethiopian in the woodpile. He tried to recover from the seller but the latter had gone "to parts unknown."

In case the purchaser takes over the business as well as the stock and con-

tinues in the same stand, the terms of his agreement with the seller will govern the matter. Unless the agreement specifically states otherwise, we believe that the purchaser would be responsible for the amounts owing on the goods.

Many cases have been known in the United States where merchants have sold their business to second parties under agreements that bind the original owners to assume all liabilities, thus giving the purchasers a clear bill of sale. Before the creditors have an opportunity to come forward and claim what is due them, the parties of the first part make themselves scarce. Fortunately, this malodorous practice has not been prac-

ticed here. The writer has never heard of a case of this nature in Canada, and is not in a position to say, therefore, whether the law here would protect the purchaser or not. It is indeed creditable to the Canadian merchants as a class that such practices have been so studiously avoided.

The upshot of it all is that the purchaser cannot be too careful in ascertaining the true facts of the case before buying. He should make every effort to protect himself and to see that no other interests are liable to suffer as a result of the transaction.

As stated before, the writer is not a lawyer and it might be a wise plan for Enquirer to consult his legal adviser if he desires an explicit and authoritative expounding of the legal aspects of the case.

Eavetroughing Lasted Forty Years

Work Done by John T. Wilson, Toronto, in 1871 Was Taken Out Last Week—A Brief Comparison of Conditions Then and Now.

Toronto, Sept. 20.—John T. Wilson, hardwareman and sheet metal worker, Queen Street West, has an interesting exhibit in his store window in the shape of a piece of eavetroughing removed after forty years' wear.

In August, 1871, Mr. Wilson did the tinning work on a house which had been removed from the site of the old York Street school and taken to a lot farther down on Richmond Street. At that time there were plenty of empty lots on Richmond, and, in fact, all the main streets of the city, Toronto having barely reached the 60,000 mark.

A week or so ago Mr. Wilson was called upon to replace the eavetroughing. He found that most parts were still in a remarkable state of preservation, despite the strenuous wear of 40 years. A length was placed in the store window and the dates were marked on it. The exhibit has attracted quite a lot of attention.

Eavetroughing in the early days, when this particular specimen was put up, was different in a great many ways to the present trade. The tinsmith had difficulties to contend with which do not confront the workman to-day. In the first place, the sheets used were of galvanized cast iron and contained a grain. In bending the material it was necessary to work with the grain. If an attempt were made to bend in any other direction the chances were that the sheets would break. Nowadays the tinsmith works with galvanized steel and can bend it in any direction, without watching for the grain.

It is interesting to recall that the tinsmith forty years ago did everything by hand. He had no brakes to assist

him in his work. Consequently everything done then was on the curve plan. To make the bead the tinner bent the end of the sheet around a quarter-inch rod. After the bending had been completed, the rod was drawn out at the end.

Although many instances have come to light where metallic sheet and roofing have been known to last for an exceptionally long length of time, the present case constitutes somewhat of a record. Hardware and Metal will be glad to hear of any instances of a like nature.

LATER ELECTION NEWS.

Later election returns do not alter the situation so far, at least, as the hardwaremen who figured in the contest as candidates are concerned. Of the five retail hardwaremen who ran for seats, four were elected—Richard Blain, Brampton, W. G. Weichel, Waterloo, Gordon C. Wilson, Dundas and H. J. Walker, Warkworth. W. W. Ruttan, of Prince Albert, Sask., the other retail dealer who figured as a candidate, was defeated.

Official reports confirm James Davidson in his seat for Shefford, Quebec, by 100 majority. Early returns from this riding were contradictory, although Mr. Davidson's victory was forecasted.

It now develops that two at least of the hardware contingent in the House of Commons are possible cabinet members. Richard Blain, who has represented Peel for several terms, is now one of the senior members from Ontario, and he is mentioned as a likely member of the Borden cabinet. Major Currie's name has been brought forward in the same connection.

News and Methods of Canadian Hardwaremen

**A Bold Bid for Quality Trade in Builders' Hardware —
Huntsville Dealer Won an Unique Election Bet—West Tor-
onto Store Being Renovated—Extensive Silverware Cam-
paign of Western Firm.**

Red Deer, Alta.—Smith & Gaetz, "The Hardware People," are making a special effort to sell what they term "Art Hardware." Realizing that this is perhaps the best season of the year for the sale of builders' supplies, they are devoting their energies largely to that department. In a recent advertisement, they present the following logical argument why property owners should be careful and discriminating in their purchases of builders' hardware.

"The hardware on the front door is one of the principal features in exterior decorations of a house, and adds many times its cost to the selling value of your property. It is at the front door that you welcome your friends and bid them adieu. It is that which attracts their attention while waiting the answer to their summons, and unconsciously makes an impression as to the character and taste of those within."

The campaign of Smith & Gaetz has been eminently successful in the matter of creating a demand for the best grade of goods obtainable.

The firm are good advertisers and can always be depended upon to put out readable copy. They have recently adopted the catch-line "Trade where the Trading's Good"—a parody on a well-known line of a recent popular song.

WON ELECTION BET.

Huntsville, Ont.—J. E. Moseley, hardwareman, figured in an amusing sequel to the recent election. Before the election he took up H. E. Rice, editor of The Forester, on a wager made by the editorial man that the Laurier government would be returned by twenty-five majority. The terms of the bet were that the loser was to wheel the winner in a wheelbarrow to the postoffice where both were to make brief political speeches. As things went, the hardwareman won the wager.

Accordingly on Saturday, Mr. Moseley enjoyed the unique experience of being toted in a wheelbarrow a distance of about six hundred yards to the point designated. The wheelbarrow had been decorated with bunting and large inscriptions and in consequence half the town was on hand to witness the performance. There were several hundred people gathered at the Post Office when the triumphal journey came to an end. Both parties then delivered speeches amid tumultuous applause.

HELD A DEMONSTRATION.

Port Arthur, Ont.—A demonstration of lacqueret was held at the Dunn Hardware store on Wednesday last. The various purposes for which this substance is used were shown in the presence of large crowds. The refinishing of old furniture, linoleums, oil cloths and flooring was demonstrated.

Souvenirs were handed to all who attended. The demonstration proved quite as much a success as had been expected, for a large number of orders were booked.

A SILVERWARE CAMPAIGN.

Morris, Manitoba.—A. E. Code, the local hardwareman, is inaugurating a big silverware campaign. The plan that he has adopted is to give a 20 per cent. discount on all goods bought from the store provided that the discount is applied on the purchase of silverware. Cards are being distributed to all customers in that district and the slogan of the campaign has been made "Get a Card To-day."

Mr. Code is advertising his sale very extensively. Double column space, the full length of the page, has been used in the local papers. In a recent edition, he says: "The Silverware Campaign is taking hold rapidly. Some have already filled their cards, and will place them when they have made their selection. Some have already taken away their silverware."

RENOVATING STORE.

West Toronto, Ont.—The Bruce hardware store is being enlarged and renovated. The adjoining store, which was on the corner, has been acquired and the partition is now being torn out as a step to converting the whole space into one establishment. When completed, the new store will be one of the largest and best equipped in this part of the country. The firm will have no less than five good sized show windows—two in front and three on the side.

A new and thoroughly up-to-date front is being put in. It will probably be two months before the work of renovation is entirely completed, though every effort is being made to rush it along.

HAVE OPENED NEW STORE.

Toronto, Ont.—Hodgson Bros., hardware dealers on Royce avenue, have

opened their new store. For some time past they have found that their business has been expanding so rapidly that the old store was much too small. Accordingly, they decided to enlarge it and two months ago the work was begun. They now have a store twice the size of the former premises, and much more adapted to the needs of their business in every way.

It is interesting to note that Hodgson Bros. became subscribers to Hardware and Metal on the same day that they opened the new store.

SELLING CARPET SWEEPERS.

Ridgetown, Ont.—G. W. Laing, the hardwareman, is making a special effort to sell carpet sweepers. To attract attention to this line he is offering a handsome Japanese folding fan with every purchase of a carpet sweeper. The offer is advertised to hold good for thirty days and already there has been a good demand for the sweepers. Under the caption "Free Folding Fan," Mr. Laing has been making this offer the feature of his advertisements.

A PAINT DISPLAY.

Chatham, N.B.—A striking paint display has been shown in the east window of McDonald's hardware store. Mr. McDonald purchased the exhibit made at the Chatham Fair by the manufacturer of the line of paint that he handles. Part of the stock was at once transferred to the store window, where it was arranged in a very attractive form. The display was one of the best of its kind ever seen here and attracted much attention.

AFTER REPAIR WORK.

Toronto, Ont.—A good plan to attract stove customers is to make a feature of repair work. At the present time most furnaces and stoves need cleaning and repairing and the hardwareman who gets after this class of work is in a good position to sell new stoves and furnaces.

G. Stirrett & Co., Dundas street, have made a strong bid for furnace cleaning and repairing by hanging a large banner over the top of the store window calling attention to the firm's facilities for that class of work.

WOOD TURNED GOODS.

W. C. Crawford Co., of Tilbury, Ont., have issued an illustrated catalogue and price list, showing their complete line of manufactured goods. A large variety of tool handles is shown, including polished hay fork handles, bent hay and barley fork handles, hoe handles, rake handles, axe handles, pick handles, neckyokes, whiffletrees, doubletrees, file handles, etc.

HARDWARE TRADE GOSSIP

Ontario.

W. S. Everitt has sold his hardware business at Thamesville.

J. M. Baker has started in the hardware business at Marlbank.

J. H. Copeland, Queen street west, Toronto, has a very creditable window display of paints and brushes.

J. R. Henderson, Montreal, president of Brandram-Henderson Ltd., was in Toronto on Wednesday.

J. W. Peacock, Toronto, has a window display of jars for sealing fruit. There is a great demand for this class of goods at the present time.

The annual fair of the Plymouth Cordage Co. will be held on the grounds of the company at Welland, on Saturday, Sept. 30.

The Wells Hardware Co. have been incorporated. The capitalization is fixed at \$50,000 and the head office of the company will be at Fort Frances.

Lowe Bros, paint manufacturers, have established temporary offices on King street West, Toronto, in the next block to the Jas. Robertson Co. factory.

The Geo. Taylor Hardware Co. have now established their new branch store at Cochrane. Business there is reported to be brisk.

Stanley Mills & Co., Hamilton, are making an effort to get the fall duck shooting trade and are conducting a special sale in shot guns.

John T. Wilson, Toronto, has a window display of lanterns. A pyramidal form occupies the back of the window and the lanterns have been built up on all three sides.

The Toronto Ad. Club met on Thursday night, and listened to a talk by L. R. Greene, of Cleveland, advertising manager of the Sherwin-Williams Co., on "Co-operation."

W. J. Wilson, hardwareman of Marlbank has been making improvements to his business premises. The store front has been remodeled and plate glass windows have been put in.

The death occurred on Sept. 20, at his residence in Doon, of E. G. Perine, who was well-known to members of the trade through his connection with the Doon Twine and Cordage Co.

John Glover, Aylmer, is having some improvements made to the front of his store. Among other things, the front entrance is being lowered even with the sidewalk.

Richard Blain, Brampton, figured in an automobile accident the other day. In the neighborhood of Erindale, the machine took the ditch and Mr. Blain had his left hand cut.

H. M. Ellison, hardwareman of Port Stanley, is suffering from a badly burn-hand. Noticing that the tank on a gasoline stove was about to explode, he suc-

ceeded in averting the danger at the expense of several painful burns.

The officials of the Ontario Department of Provincial Police report that a large number of applications have been received from retail hardwaremen for copies of the blanks provided for the making of returns of all sales of offensive weapons. A great many dealers have neglected to do so, however. A word to the wise, etc.

Quebec.

J. R. Deschambeault, of Terrebonne, visited Montreal during the week.

Mr. Dewar, of Dewar & Ryan, Pembroke, spent a few days in Montreal.

J. A. Paquin, of Ste. Eustache, made a short business trip to Montreal this week.

Norman Labell, of C. Labell & Co., Three Rivers, was in Montreal on business early this week.

M. Vial, of the Port Daniel Lumber Company came to Montreal on a buying expedition.

George Parent, of Pointe Claire, Mr. P. E. Caron, of Chambley Basin and Beaudry, of Point aux Trembles, spent several days early in the week in Montreal attending to their buying.

Western Provinces.

D. R. Williams has started in the hardware business at Atwater, Sask.

R. F. Sanderson, Alix, Alta., will add a line of furniture to his hardware business.

The Imperial Oil Co. will build at Luseland, Sask.

A new hardware store is to be opened at Cut Knife, Sask. The name of the proprietor is not yet available.

Robt. Denmark, hardwareman, of Chilliwack, B.C., has purchased a building site from James McBlain.

Large crowds attended the stove demonstrations recently held by Johnston & Salisbury.

A fire broke out in the rear of Ross Bros.' tinshop on Fraser Ave., Edmonton. The damage done was small.

The Rhein Hardware Co., Rhein, Sask., have enlarged their store. It is their intention to start a furniture department.

The Imperial Oil Co., have decided to make Wilkie, Sask., their point of distribution for western Saskatchewan and eastern Alberta.

Reports from Vancouver and Alberta are to the effect that the great amount of building at those points this year has led to a heavy demand for hardware.

The Marshall-Wells Hardware Co., with headquarters at San Francisco, are reported to be considering the location of a branch at Vancouver.

The Banila Trading Co., Wasel, Alta., are anxious to secure catalogues and price lists from jobbers and manufacturers.

The Canada Cement Co. are contemplating the erection of a factory at Winnipeg. A site has been selected in the city limits south of the Assiniboine River.

A. I. Holden, formerly employed with S. Schwanz, at Rocanville, Sask., has severed his connection, and has accepted a position with the Manitoba Hardware and Lumber Co., as manager at Rivers, Man.

It is understood that an English syndicate will establish a cement plant, to cost \$500,000, at Chilliwack, B.C. The water rights of the Paterson-Eckert Lumber Co. have been purchased.

The Blairmore branch of the Crow's Nest Pass hardware moved the greater part of the stock to the head store at Frank last week vacating the premises at Blairmore after two years' occupancy. Louis Dutil, proprietor of the Blairmore Hardware Co., has taken over the store and is now moving in.

Sidor and Pityr Ewanchuk, have severed their connection with the firm of Ewanchuk & Sons, of Whitford, and have started in business on their own account, as the Banila Trading Co., at Wasel, Alta. They will deal in hardware and general merchandise. The business at Whitford will be continued by their father and two younger brothers.

The new wholesale warehouse of the Great West Saddlery Co. at Calgary will be ready for occupation early next week. The same company is also building a six story 50 by 150 ft. warehouse at Edmonton to cost in the neighborhood of \$100,000, and one 50 by 150 ft., six storeys, at Saskatoon, to cost about \$80,000. The latter is built in conjunction with the J. H. Ashdown Hardware Co., whose structure will be of similar dimensions. The last named will not be completed until next year.

Maritime Provinces.

On Saturday last a fire occurred in the basement of the brush factory of the T. S. Simms Co., St. John, N.B. The damage done was not large.

Among the exhibitors at the Halifax Exhibition were A. M. Bell & Co., John Tobin & Co., Brandram-Henderson and The Standard Paint Co.

A daring robbery occurred at the store of Connely-Fairweather last week. Thieves entered the cellar through a window, and forcing an entrance to the store by means of a hatchway, secured three revolvers, a shot gun, ammunition and a small amount in cash. Nothing was known of the break until the store was opened on Saturday.

Stoves, Furnaces and Cooking Accessories

Scope of Furnaceman Can Be Widened

Number of Furnaces Now Installed is Comparatively Small—Some Interesting Statistics—A Scheme for Securing "Prospects" Outlined.

The remark is sometimes heard that the coal heater is gradually losing ground as a result of the growing popularity of the warm air furnace. It is quite true that the furnace output has increased to a remarkable degree of late years. Nevertheless those who state that the use of heating stoves is declining are sadly misinformed.

Statistics compiled at the close of 1910 showed that the sale of heating apparatus in America during 1910, was distributed as follows:

Heating stoves (not including gas and oil heaters)	1,535,727
Warm-air furnaces	141,458
Steam and hot-water heating boilers	116,400
Total	1,793,585

Figure it out and you will see that stoves constitute 86 per cent. of all heating apparatus sold while furnaces total 8 per cent. and boilers 6. In face of these figures, one can no longer entertain the fear that the heater is passing out of use. On the contrary, it becomes evident that the stove must inevitably remain the most common form of heating apparatus inasmuch as the small houses will always outnumber the larger ones.

A stove manufacturer explains that the heater trade must continue to improve with each year for the very good reason that only a small percentage—a very small percentage—of the houses, in which no arrangement is made for a heating system other than that provided by the use of stoves, are ever remodelled for the installation of heating appliances. It follows, therefore, that when the stoves in use wear out they must be replaced and this will continue as long as the house is occupied. It is also a fact that a large number of the houses built nowadays are small and are not equipped with heating systems.

Improving Furnace Trade.

There is another aspect to this question which must not be lost sight of. The relatively small number of furnaces in use shows conclusively that the field presents wonderful possibilities for the

furnaceman. As stoves and warm-air furnaces are kindred lines and are handled together by practically all hardware and stove dealers, it follows that the one branch can be developed without injury to the dealer. If the hardwareman can improve his furnace output, the profits will more than make up for what he may have lost thereby in stove sales. The probability of losses from this source is very doubtful.

It will pay every dealer in heating goods, therefore, to seriously consider the problem of improving his furnace business. Out of every hundred homes fitted up with heating appliances, only eight are equipped with furnaces. It should not be difficult for an energetic man to capture a share of the other ninety-two.

Gathering Information.

A novel method of "boosting" business was explained by Charles S. Prizer, in the course of an address delivered at the annual meeting of the National Association of Sheet Metal Contractors held at Omaha, Nebraska, on August 8.

As a foundation for working the scheme, the furnace dealer should secure for every house located in what he calls his territory, and that ought to be heated by an appliance above the grade of a common stove, a record of the name, number and condition of the heating apparatus actually in use. The canvasser or employe securing this record explains at each house that it is the purpose of his employer to carry in stock the repair parts most frequently needed for all heating apparatus in his territory, so that upon notice by 'phone or otherwise the dealer can supply promptly and correctly the repairs needed in each case. This "record for repairs" feature will always insure an entree for the canvasser, and it makes the preliminary canvassing easy work.

In case the heating apparatus in use is located in the cellar or basement the canvasser should tuck up securely a properly worded "Repair Card," which is a part of the outfit required to operate the scheme. This repair card should prominently advertise the warm-air furnaces handled by the dealer and should

also state that he can promptly furnish correct repairs for the heater in use.

This card, if properly worded, is an effective and permanent advertisement, because most occupants appreciate the advantage of having before them the name and address of the dealer who can promptly furnish repairs for their heating apparatus. Of course, the employe who collects this record should, wherever opportunity offers, solicit a contract for installing a first-class warm-air furnace plant. He should also be particular to note the condition of the heating apparatus and whether or not the building is satisfactorily heated.

Suggestions on Keeping Records.

All this information should be kept in a pass-book and at the close of each canvassing trip the name of each house-owner and head occupant should be carefully entered in a permanent canvassing book. This permanent canvassing book should never leave the office of the dealer, as it is intended to serve as a complete record of the operation of the scheme. The headings of this book should be about as follows: 1. Date. 2. Location of building. 3. Owner of building (both name and address). 4. Name of tenant, if any. 5. Building in charge of. 6. Name, number and maker of heating apparatus in use. 7. Furnace—steam—water—stove. 8. Condition of heating apparatus. 9. Is building properly heated? 10. Remarks. (This should be the largest space of all.

Where the apparatus is in good condition and the building is properly and healthfully heated, no further attention is required after the entry is made in the canvassing book. But every house having a stove that ought to have a modern heater instead, every building not properly heated, every building having an inadequate or worn-out heating apparatus constitutes a prospect for the sale of a warm-air furnace. Under "Remarks" the nature and character of these prospects should be noted.

Some expense and a great deal of work would be involved in the adoption and carrying out of this system. Properly worked, however, the results would be quite in keeping.

Field Not Exploited.

The furnace industry, from the retail sales end, is not exploited as well as it might be. While there are plenty of men who are working their field with great success, there are a great many

more who are doing nothing at all; just sitting down, waiting for business. It has been said that more is spent in the United States to advertise one kind of chewing gum than would cover the total amount spent on furnace publicity.

STOVE AND HEATING MARKETS

MONTREAL.

Montreal, September 28.—On one point all the jobbers handling stoves, furnaces, and kitchen furnishings are agreed—the month just drawing to a close has been an exceedingly busy one. This is to be expected, for in September the thoughts of all turn naturally to those goods which will give comfort during the approaching cold days. But the conditions this year are better than ordinary. "The business of the month is far ahead of that transacted in the same period last year," said one man, "and that despite a certain disturbance caused by the recent election."

But, although the market has been so satisfactory, the sales managers have not been free from troubles. Indeed these are a natural outcome of the orders—their worry being where to get the goods to meet the demand. The orders for furnaces are coming in fast. So it is with ranges and with kitchen furnishings. It is impossible in some of these lines to give immediate delivery.

RANGES.—Here the demand exceeds the supply. All the factories have been called upon to ship large orders to the West, and thus the reserve which they had at the start of the season was depleted. Of course the east got some of this summer product too, but not enough to keep well abreast of the orders. The demand is for a high-grade stove, the dealers evidently believing that those doing business with them are willing to pay a good price for an article which will give them good service, this year and for years to come.

OAK HEATERS.—A small demand for these is recorded, but the line in Quebec is of minor importance.

BASE BURNERS.—Some of these are sold, but not so many here as in Toronto and further west. "The people," said the head of one jobbing house, "seem to prefer furnaces. The thought of paying something like \$50 for a heater apparently gives them visions of water-heated house. They prefer to add a hundred dollars and have such a system installed."

GAS RANGES.—Naturally the demand for these stoves has fallen off with the departure of the hot summer days. But in Montreal there is a good call for this line the year round. Many apartment houses are now being finished, and

With only eight per cent. of the heating business secured and ninety-two per cent. waiting, it will readily be seen that the furnaceman has a great opportunity to widen very considerably the scope of his field.

these require a goodly number of the convenient, space economizing cookers.

FURNACES.—It is in this line that the demand is perhaps the heaviest. In many new buildings heating systems are being installed. People are having new furnaces placed in their old homes. From the city and the country round the orders are coming in rapidly. "We are able to keep fairly well up," said the head of one concern. "We're behind already," remarked the manager of another firm. Then, calling his sales manager, he asked:

"How long would it take us to deliver a furnace?"

"We might get one here in two weeks," came the reply, "but I'm afraid we couldn't."

It is expected that the demand for this style of heater will become even more active within the next month.

KITCHEN FURNISHINGS.—Reports of the travelers show that the demand for these goods is heavier this month than last, and heavier than during the corresponding month of 1910. No cause seems to exist, except the growth of the city and of the places hereabouts. Prices remain at the higher figure fixed last year. At one jobbing firm a difficulty in securing 22 gauge tinned iron is reported. "We had to refuse to take one large order," said the sales manager, "because we could not secure a supply of this."

TORONTO.

Toronto, Sept. 29.—The stove business is fulfilling its promise of earlier in the season. From present indications all previous records are going to be smashed. Orders are pouring in so rapidly that the manufacturers find the difficulty of making shipments on time the only fly in the ointment. So far the sales have added a nice little margin to the records set up to this time last year—and 1910 was a good stove year at that.

The feature of the Ontario trade is the demand from the north, particularly from the points which were wiped out in the recent fire. Places like Cochrane are rapidly being built up again and the residents are finding it necessary to start all over again in the matter of stoves; that is, stoves and furnaces must be bought for every build-

ing in the place. One dealer in Cochrane placed an order within the last week for more than a carload of stoves, all for immediate shipment. He will probably be back for more before the season is over.

Ranges.—The range trade is exceptionally good. So heavy has the demand become, in fact, that the manufacturers are experiencing difficulty in making shipments promptly. However, they have managed to get their orders filled fairly well and delays seldom exceed a week in duration. The real rush in the range trade has not started yet. No really cold weather has been felt and until a turn in the weather toward severity the demand for ranges will not reach fullest seasonable proportions.

Oak Heaters.—There is a big demand at present. The oak heater goes into use early in the season, as it is suited for heating purposes at periods of the year when the house only needs "warming up." Most of the orders now being received are for immediate delivery and the shipments of oak heaters is very heavy.

Base Burners.—Orders are not very heavy here as yet. The biggest part of the demand comes from points west of the Great Lakes. The strike in the coal regions has caused a shortage in soft coal and there is a skurry for heaters suitable for hard coal consumption. The demand from the rural sections of Ontario is quite as good as ever but in the larger cities it is not as large, except in the cheaper grades.

Gas Ranges.—Some large orders are being received, chiefly for the equipment of apartment houses. The demand from Toronto is very good but from all other points it has fallen off.

Furnaces.—"We will soon be at the end of our tether," commented the Toronto manager of one concern to-day. "This week we have been taking samples off our show floors to fill orders. If the demand keeps up we will soon find it exceedingly hard to keep up." This is indicative of the general condition of the trade. Orders are exceedingly heavy. More furnaces will be installed this year by a good margin than ever before.

Canada Plates.—The demand is picking up now and prices are reported to be firm. Local jobbers state that they find practically no difficulty in getting supplies from the old country, despite reports to the contrary from other points.

Kitchen Furnishings.—There is a good healthy, all-around demand. Heating supplies, such as stove pipes, elbows, registers, etc., are all in strong call. Tinware and enamelware of all kinds are more than ordinarily active.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 78.

MARKETS IN BRIEF

Montreal.

Lead.—Advancing.
Tin.—Up 1 cent.

Toronto.

Tin.—1 cent advance.
Lead Pipe.—Discount now 25 off.
Shot.—Discount now 15 off.
Rosin.—10 cents advance.

Winnipeg.

Lead Pipe.—Increase of 50 cents.

MONTREAL.

Montreal, September 29.—Tin, which a fortnight ago dropped, has returned to its former high price. Lead, scarce last week, is scarcer than ever now. These are the changes of importance noted in the market here. The movement in tin is not hard to understand. Evidently the London Bull still reigns supreme in this line. It caused the price of tin to drop preceding the Banca sale. Then when competitors feared to buy the 2,500 tons which the Dutch government was putting upon the market, the English ring stepped in and bought. Naturally prices at once reverted to their former figure.

The lead scarcity is attributed to different causes. Some have blamed it upon the war scares, claiming that the British Admiralty is buying lead in such large quantities that the market has become somewhat depleted. Others think that the political disturbances in Spain have more to do with the present shortage.

Tin.—Immediately after the Banca sale the prices returned to the high figures which have obtained almost continuously since the London Bull cornered the market. The drop which was noted a week or more ago did not spell the end of the London corner, as some had predicted. It developed that it was but another move of those bulls to obtain a favorable purchase price. This ring, in fact, appears the most successful which has ever dealt in tin.

The demand for tin is not particularly strong but promises to be somewhat better. The prices generally quoted are: \$43.50 to \$44.00.

Antimony.—The demand in this line is steady. Orders come in regularly but these are not usually of great size. Prices remain firm at \$7.75 to \$8.00.

Lead.—Greater than last week is the demand for lead, and some difficulty is being experienced by the metal importers in filling their orders. Whatever the cause the supply is considerably short of the demand. As yet serious results are not looked for from this situation. It is

expected that enough will come into the country to supply the urgent need. Prices are quoted at \$3.95 and \$4, but should the shortage continue, and the demand remain strong, a higher figure may be established.

TORONTO.

Toronto, Sept. 29.—The metal market has been influenced in several ways during the past two weeks. The elections created a condition of singular apathy for a few days, but this has righted itself since. The weak state of trade in the United States exerts a continuously detrimental effect, however, and to this has been added the labor troubles in the West.

In view of the handicaps thus imposed, the market is struggling along nobly and a fairly satisfactory volume of business is being transacted. Prospects are not as good, however, as some would like.

The shortage in lead is becoming critical. Prices locally in lead have remained stationary only because no sales, or practically none have been made.

Tin.—This metal is doing better. Tin never does remain on the downward path long—the London syndicate sees to that. The price quoted here to-day is 43 cents, an advance of one cent over last week. It is believed that the market will mend from now on and that the price will reach, or nearly reach, the high level of a month or so ago. There is considerable trading in tin, many buyers having hurried on to the market.

Antimony.—Reports have it that the ket to take advantage of the low price. syndicate has been dissolved. Early in the summer the formation of a ring, with the ostensible purpose of boosting antimony, caused a temporary advance in price, but the syndicate was not strong enough to keep the price up. Since then the syndicate has claimed to control the situation, but there have been no developments up to the present announcement of the dissolution of the ring. Little interest is being taken in the metal locally.

Lead.—If the situation in lead last week was serious, this week it has become very critical. If there is any lead in this city, the writer is unaware of the fact. All jobbers seen reported that their stocks were absolutely wiped out and that, try as they would, they could not supply their customers. How long this situation will last is hard to say, but there is no relief in sight as yet. The price has been soaring elsewhere, but locally no change has been made for the very good reason that there has been none to sell.

Plates and Sheets.—Business is report-

ed to be rather better. Orders are coming in fairly well and shipments have been growing in bulk. Little or no difficulty is being experienced here in securing supplies, although it is reported that on other markets some lines, Canadian plates especially, are hard to obtain.

Copper.—The copper situation is distinctly bad. The lack of confidence shown on the primary markets is reflected here accurately. What is more, neither buyers nor sellers seem to be looking forward to anything better. Copper, is, therefore, very uncertain. The orders received have been largely of the sorting variety, users seeming prepared to order for present requirements only and let the future look after itself.

Pig Iron.—A slow gain is noted in pig iron. Industrial conditions are good in this country and the requirements of the factories are beginning to evidence this fact. The price scale is unchanged and quotations are made on this basis: Canadian Foundry No. 1, \$19 and No. 2, 50 cents a ton less. Old Country iron is quoted at \$19.50 for Middlesboro No. 3, and \$20.25 for Clarence No. 3; Summerlee No. 2 is \$22, and Cleveland No. 1, \$20.50. Jarrow and Glengarnock irons are at \$20 and \$22 respectively.

Spelter. Although conditions in lead and spelter are somewhat similar, the latter metal has not brought the market to so critical a stage as lead has succeeded in doing. Spelter supplies are low and the demand is good but confidence is expressed in the probability of sufficient supplies coming forward to meet any future exigencies. The advances on the European markets continue but locally the price remains the same. Firmness is noted.

Old Metals.—Business is now exceptionally brisk, prices remaining firm. The prices given are:—Heavy copper wire, 10½c to 11c; heavy yellow brass, 7½c to 7¾c; heavy red brass, 9½c to 9¾c; heavy lead, \$2.90; light copper and bottoms, 9¼ to 9½c; tea lead, \$2.40; machinery cast iron, No. 1, \$14; No. 1 wrought, \$10; malleable No. 1, \$8 to \$10; miscellaneous steel, \$6 to \$7; stove plate, \$11.

THIRTIETH ANNUAL CATALOGUE.

Hobbies, Ltd., London and Durham, have sent out their 1912 catalogue, their 30th annual. It is a good sized volume with 208 pages, bound in green, with an attractive front cover. The complete line of goods made by the firm are shown and the variety is most wonderful, ranging from fretwork outfits to aeroplane supplies. All manner of tools are also shown, the edition being attractively illustrated and supplied with full descriptions.

Many new articles and novelties are included in the list.

HARDWARE MARKETS

MONTREAL.

Montreal, September 29.—For the past two weeks elections and the talk of elections have been in the air. Travelers have been assailed with arguments for and against reciprocity. They have found it difficult to keep attention upon the lines they have been presenting. Undoubtedly trade has been affected.

But Canada is not the United States—a declaration which has nothing whatever to do with the recent results—and the state of unrest necessarily caused by an election does not continue for any length of time. But this week the excitement caused by the recent vote has had marked effect upon sales. Of course business has been far from paralyzed, but the amount done has been less than would have been without that event which drew all people's attention away from the daily routine.

Household Goods.—The demand for these has been large. Though the preserving season is pretty well over other lines are being wanted. Those returning from their summer homes are finding many things to buy. Those moving have left behind their old pots and pans and are replacing these with new. The election quietness had not been felt in this line as much as in some others—a fact which lends strength to the generally accepted opinion that women are not as much interested in an election as men.

Seasonable Goods.—With the approach of the cold weather come orders for blankets, weather strip, and such goods. The demand for such articles will become heavier in the course of the next few weeks, but already, and in spite of those things which have tended to dissipate trade, the orders have been large. Building paper too is finding a ready sale now. The lumber camps require a lot of this, and those store dealers who supply the camps are getting in their supply. All that is to be delivered this fall must be ordered soon.

Lumbering Supplies.—What goods go into the camps must go in before snow flies. For that reason northern dealers are ordering steadily. Axes, cant-hooks, grindstones—these and logging chains, cobblers' outfits, and the many lines needed in these places which for months perhaps are shut in, are being shipped by the jobbers daily.

Heavy Hardware.—Here a good demand is being felt. Nails are needed; so are bolts, screws and rivets. Orders are being filled promptly.

Builders' Hardware.—This is the line which neither elections nor anything else can render quiet at this season of the year, when many buildings are near-

ing completion. Door locks, window catches, hinges, are in constant demand. Indications, moreover, are that this satisfactory condition of affairs will continue throughout the fall and well into the winter.

Sporting Goods.—Rugby goods, balls, jackets, pads, and sweaters are being ordered steadily. The business in sweaters, it is said, will hardly stop from now on until the end of the winter. They sell to boys and girls, to men and women. Sleighs and toboggans too, are being ordered now by dealers who like to make sure of their supply. Skates of course are being shipped. It is expected that the large new rink being built in Vancouver will cause a great rush for skates there, but jobbers in this district do not supply that demand to any great extent.

TORONTO.

Toronto, Sept. 29. — While business has undoubtedly suffered as a result of the election excitement, the volume of trade done during the past week has been eminently satisfactory. It took a few days after the election for travelers, as well as dealers, to settle down, but early in the week business was proceeding as briskly as ever.

Trade is better now than it was during the corresponding period last year—all local jobbers agree on that point. Some houses are so busy that shipments have been a little delayed. Others, while not quite so rushed as that, have had enough business to keep them thoroughly busy.

The lead situation—see opposite page—has been having an effect on hardware goods. The price of some articles has advanced, and other changes are presaged. If the scarcity of lead continues, advances will inevitably be made in numerous lines.

Seasonable Goods.—The demand for winter lines is now heavy. The cold weather of the last few days has already had its effect, for orders are pouring in for such goods as blankets, snowshovels, sleighs, sleigh bells, weather strip, etc. Most orders are now for present delivery, and, as orders placed in the past are now falling due, there is a heavy outgoing of all winter goods. One jobber reported having received an order to-day from a northern dealer for a second shipment, which leads to the belief that the retail demand has opened very early, in that section at least.

Household Goods.—Business is steady. Preserving kettles, sealing and jam jars are still in demand, although sales have dwindled down considerably. The trade in tinware and enamelware is steady.

Lumbering Supplies.—Business is at its best. From northern points rush orders are being received for the supplies needed in the lumbering camps, which will soon be opened.

Wire Nails.—Orders for wire products for fall consumption are being placed in reasonably good bulk. Trade has been quite as good as is expected at this season, buyers specifying for what is actually needed at the present moment. Some new demand has been felt. Cut nails have been selling in the same ratio.

Heavy Hardware.—The demand has been well maintained with prices quite firm. Screws, rivets, bolts, etc., have been moving out in good bulk, although a majority of the orders placed are for small requirement. Price quotations are: Discounts on carriage bolts, $\frac{3}{8}$ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and $7\frac{1}{8}$.

Wire.—While not overly heavy, business in wire is quite normal. It is stated that some orders have been placed for spring delivery.

Builders' Hardware.—Pronounced activity is still felt in builders' hardware. New buildings are now nearing completion, and with the commencement of inside finishing the demand for door fixtures, locks, window catches, and such goods is becoming heavier.

Lead Pipe.—As a result of the critical situation in pig lead, advances are expected in many lines, and the first to come is in lead pipe. The discount in lead pipe is now 25 off, in place of 27½ off as quoted previously. No immediate relief is expected.

Shot.—An advance has been made in shot, as a result of the higher cost of lead. The discount is now 15 off.

Tools.—There is a heavy demand for tools of all varieties and grades. The industrial prosperity of the country is being reflected in the various trades, and the demand for tools is better than at any time since the spring.

Sporting Goods.—The demand for sporting goods has become one of the features of the trade just at present. With the deer season close at hand, the retail demand has become heavy, and plenty of sorting orders are pouring in.

Now, while the footballs, rugby jackets, head guards and other paraphernalia are being purchased by those who participate in this game, hardware men are commencing to send in orders for winter goods. Hockey sticks, skates, pucks, curling stones and toboggans are being ordered. Demand for these goods is not, however, for immediate delivery.

W. S. Fisher, St. John, N.B., spent several days in Montreal, staying at the Windsor.

The Western Hardware Market Situation

Business is Picking Up Again Now That the Election Excitement is Over—Lead Pipe Advances 50 Cents in Price—A Heavy Demand for Stoves is Felt.

Winnipeg, Sept. 25.—Trade during the week was considerably broken up with the holding of the elections but it is expected to return to its natural groove before many days are out. Wholesale houses have been extremely busy and some departments have in fact been working overtime. With the settlement of "emotions" throughout the country it is expected that a busier season than ever will be in progress.

Harvesting which is almost completed, except in a few late districts, has been considerably delayed owing to wet weather, while the appearance of snow in many of these sections is expected to do considerable damage. While the thermometer in the city has registered the zero mark many times already this fall it was not till last week that the first appearance of frost was noticed. This immediately reminded people that the long dreaded winter was approaching, and brought many rush orders for heating stoves.

Window strips, glass, coal scuttles, and such goods are now moving well and general sporting goods are demanding some attention. Business is largely seasonable or preparing for the coming season, while sorting up orders in the other departments are still fairly large.

Stoves and Heating Goods.—This line is undoubtedly the feature of the trade this week, and many houses are unable to fill their orders as business may be said to be at its height. Coal heating stoves are the largest movers so far, but the demand for furnaces is also considerable, and many of them for immediate shipment.

Sporting Goods.—While rugby outfits are at present demanding the attention of the retailers, the wholesalers are occupied with the preparation of advance orders for winter sporting lines, such as hockey sticks, pucks, skates, curling stones and snow shoes. If the appearance of several feet of snow at this early period is any indication, considerable users will be found for these articles this winter.

Lumbering Supplies.—Once more the lumber man is turning his attention to the preparation of his supplies for the winter, and many orders have been received of late for logging chains, cross-cut saws, axes and cant-hooks. Some of the early camps are expected to open up shortly in the Prince Albert district and within two months they will all be at work.

In the general lines prices have been holding very firm of late. Lead pipe is now quoted at \$5.75 per 100 lbs. and lead waste at \$6.75 per 100 lbs., or an

advance of 50 cents over previous quotations. Other lines, however, remain unchanged as follows:

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—\$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Clevises—7½c. per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24 \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe—¾ in., \$3.25; ½ in., \$4.05; ¾ in., \$5.00; 1 in., \$7.20; 1½ in., \$9.80; 1½ in., \$11.80; 2 in., \$15.30.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6 \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent. smaller lots, 35 per cent.

Iron Pipe, Black—½ in., \$3.15; ¾ in., \$2.30; 1 in., \$2.35; 1½ in., \$3.15; 2 in., \$3.80; 1 in., \$5.45; 1½ in., \$7.45; 1½ in., \$8.95; 2 in., \$11.55; 2½ in., \$18.40; 3 in., \$24.15; 3½ in., \$32.25; 4 in., \$36.75; 4½ in., \$42.50; 5 in., \$47.50; 6 in., \$61.50; 7 in., \$95.50; 8 in., \$118.

Logging Chain—¼ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting.—57½ per cent.

Pig Lead—\$4.75. Lead Pipe—\$5.75.

Lead Waste—\$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9c.

Sheet Zinc.—Casks, \$8.75; broken lots, \$9.25.

Steel Squares—40 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I. C., \$9.75; I. X., \$11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, \$10.25; ½ box, \$5.50; I. X., full box, \$14.25; ½ box, \$7.50; 20 x 39, I. C., full box, \$13.50; ½ box, \$8; I. X., full box, \$15.50; ½ box, \$9.

Tinware, Etc.—Pressed, retinned and plain 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., \$3.05; plain twist, \$3.40; staples, \$3; annealed wire, base, \$3; oiled, 10c. extra; bright iron \$3.20 base; brass spring wire, base, 23c.; plain galvanized iron, Nos. 6, 7 and 8, \$3.50; No. 9, \$2.90; 10, \$3.60; No. 11, \$3.70; No. 12, \$3.10; No. 13, \$3.40; No. 14, \$4.25.

Paints and Oils.

All lines are moving freely but no special feature is noticed this week. Turpentine and linseed oil are both firm, the latter at .85 per gal. in barrels, and .95 in small lots, and the former \$1.15 per gal. for raw, and \$1.18 for boiled. Stocks of linseed oil are pretty heavy and mills still closed. No flaxseed of any amount is being received yet.

Methods of Retailing Paints and Varnishes

How One Firm Tripled their Paint Business

The Adoption of Energetic Measures Enabled Christie Bros., of West Toronto, to Build up Their Trade—Stock was Moved to Front of Store and Color Cards Were Systematically Distributed.

It has been said time and again that the paint department requires the close attention of the retail dealer. Paint is one of those necessities that a man can get along without for a long time, although by doing so he generally loses one dollar in property depreciation for every cent that he saves by economizing on paint. Still, putting off painting is one of the favorite forms of procrastination and that explains why the retail dealer has to put more energy and grey matter into the management of his paint department than into most other branches of his business. It devolves on the dealer to rouse property owners to the necessity of using paint, of stirring them out of their apathy.

It is surprising what results can be obtained when the dealer really sets himself out to capture the attention of the prospective user of paint. The other day the writer was attracted by an especially good window display of paints in a hardware store—that of Christie Bros., West Toronto. Feeling that this firm would probably have something of interest to tell a searcher after information on the score of paint salesmanship, he entered the store and had a few minutes chat with the retail manager, Mr. Guffin.

The most significant fact learned was that, at the beginning of the present year, it had been decided to take active steps toward the building of a larger paint trade and, as a result of the work done, the volume of business had increased 300 per cent. This truly remarkable gain had not been the result of any unusual condition. West Toronto had not been visited by a great building boom nor had the firm adopted extraordinary measures. No outside canvassing had been done and no circulars or printed matter had been mailed. The gain had been brought about purely and simply by energetic salesmanship methods.

A Front Position.

The first step that Mr. Guffin took was to provide a prominent position in the store for the paint stock. Feeling that nothing was too good for paint, he moved the stock to the front of the store,

practically all the shelves on one side being utilized for the purpose. Formerly a modest row of shelves at the back had been the home of the paint department.

The next step was the arrangement of a series of paint windows. The first was put in early in spring and since then they have been arranged regularly once a month up to the present time. Mr. Guffin speaks highly of the results obtained by window displays. They serve as reminders which passersby cannot overlook. When a display has been in the window a week, it has been seen by practically every person in the place. Many people will have seen it quite a number of times. Unique features are noticed and discussed pretty generally, so that the articles shown come in for a great amount of the kind of advertising that counts.

Handed Out Color Cards.

The most important part of the campaign, however, was the handing out of color cards. Every customer who entered the store was handed a color card or some paint literature, with a word commending it to his or her consideration. "Are you thinking of doing any painting this fall? I would advise you to read this little pamphlet. It presents some important facts." Just a phrase or two like that was sufficient to secure the recipient's attention.

"This was done in the case of every person who entered the store," explained Mr. Guffin. "Where it was at all possible, I mentioned our paint stock. For instance, while I was doing up a parcel or waiting for change, I would ask my customer if he had used our brand yet. If he were a farmer, I would ask him if his barn or wagon needed painting and get him interested in the subject. It was generally an easy matter to bring the conversation around to the question of paint and keep it there. Some people would not appear at all interested but the great majority of those I approached talked quite readily and appeared interested in what I had to say. We got a lot of customers in that way and have been holding their custom all season."

As stated at the outset, Christie Bros. tripled their paint output as a result of the energetic measures pursued. Such a result is proof positive that paint only requires a little deft exploitation to become one of the best paying lines that any merchant can carry.

SELLING PAINT WITH STRIPES IN IT.

An automobile drove up to the front of a large retail paint store in one of the big stores recently. The chauffeur jumped out and opened the door for an elegantly dressed lady whose every motion and appearance bore the mark of education, culture and refinement. She walked into the store and with her eyes swept, with a single glance, the shelves full of cans of paints, stains and varnishes.

To the clerk who approached she said: "Do you keep all kinds of paints?"

The awed clerk meekly replied: "Yes, ma'am."

"Do you have all colors?" she continued.

Yes, ma'am," again replied the clerk.

"Then," said she, "I want a quart of green paint with a white stripe in it."

As soon as the clerk recovered himself he asked her the purpose for which she wanted the paint. She told him and then he told her that paint did not come like ribbons, but that she would have to buy the two colors separately and put on the white stripe afterwards.

"Oh," said she, "is that the way? All right, just wrap them up and give them to James in the automobile."

After she had departed, the clerk thoughtfully laughed.—Exchange.

LARGE RADIATOR ORDER BOOKED.

The Hamilton Stove and Heater Co., Hamilton, have just booked the order for New Idea Radiators, to be used in the heating system of the immense Oliver Chilled Plow Works in that city. The order embraces ten carloads of radiators, one-third of which will be delivered within ten days of the time that the order was booked.

This is said to be the largest radiator order ever taken in Hamilton, and, with one or two exceptions, the largest in Canada.

Give Prominence and Attention to Paint Stock

Department Should be Allowed a Conspicuous Position — Neatness and Attractiveness are Salient Points—A Description of a Western Paint Department Which Has Proven Profitable.

Too much stress cannot be put upon the necessity for a neat and attractive paint department.

Paint typifies neatness. It is a means to beautification of property as well as preservation. It is, therefore, no more culpable for the grocer to keep his goods in untidy or unclean condition than for the hardwareman to allow his paint stock to present a careless, dusty appearance. The grocer who does not study appearances does not prove much of a success; and the same can be said of the paint dealer who takes no pains to make his stock attractive.

It is regrettable, therefore, that so many hardwaremen have still to learn this very important truth. Ask men of this class to see their paint stock, and they will lead you to the back of the store. After dodging a few kegs of nails and skirting a miscellaneous pile of screen doors, rolls of netting and lawn mowers, you perceive at the very rear of the store a few dusty shelves, on which recline a pile of still dustier paint tins. This is no exaggeration. The writer has visited half a dozen stores within the last few weeks, which were quite as bad as all that. In no instance was there anything to indicate that a paint stock was carried. Only customers who asked for paint would get a glimpse of the stock; and, perhaps, after getting the glimpse they would be content with that and do their buying elsewhere.

To be really profitable, the paint department must be kept in a reasonably conspicuous place. Some of the best paint retailers in the country keep their supplies on the front shelves in full view from the front entrance. "I changed my paint stock from the rear of the store to the front about two years ago," explained one man, "and I have never regretted it. Only in the middle of winter do I make any change in position now. My paint business has increased wonderfully since, and no other departments have suffered. Formerly I kept the enamelware over there and, when I moved the paint up, it had to go down the line a little way. Paint sales went up, but enamelware business did not show any shrinkage. I have come to the conclusion that paint needs featuring more than the staple hardware lines, and I am going to keep on featuring it."

Keeping Stock Clean.

Equally important with the position of the department is the condition in which it is kept. The paint stock must be kept clean and attractive, if the deal-

er desires to do business with the general public.

A point to be borne in mind is that women are becoming paint customers. Paints, varnishes and stains have come into vogue for interior decoration. Every housewife nowadays takes a great interest in the latest ideas of household decoration, and is, therefore, sure to require a certain amount of material from the hardware store. But no dealer can expect to hold the trade of the women if he does not keep his stock attractive and orderly. One glance at the paint department of many a store would be enough for most women. They would never go back for more paint there.

The proprietor should see to it that the stock is kept neatly arranged. Nothing need be said on the score of soiled labels and shopworn tins. No dealer who is at all progressive will allow goods to remain on his hands long enough to deteriorate to that extent. It is important to impress on every member of the staff that when a tin has been taken from the shelf it should be put back in its proper place; providing, of course, that it is not sold. If sold, the vacant place should be filled. Broken and irregular rows detract sadly from the appearance of the stock.

Hardware and Metal herewith repro-

duces a picture of a paint department which is, in many respects, a model one. It was taken in the store of F. S. Collacott, Yorkton, Sask., and is reproduced from Stephens' Paint News.

Mr. Collacott is a thoroughly progressive paint dealer. He is a firm believer in the value of display and, for that reason, has given the stock a prominent place. He is equally a believer in the value of neatness and attractiveness, as a glance at the picture will most convincingly demonstrate. That he has made his paint department eminently profitable will readily be understood when one glances at the size of the stock he is carrying.

What Mr. Collacott has done, others can do. No section of the country is peculiar in its need of paint. Paint is needed everywhere. Everywhere, then, it is possible for the paint dealer to enlarge his business if he goes about it the right way. As the amount of business done depends upon the amount of interest that the public takes in the matter, it follows that the dealer must solve the problem of arousing interest. No method is more effective than to put the paint stock where it will be seen by everyone entering the store and follow this up by making the stock so attractive that the eye will rest upon it with approval.

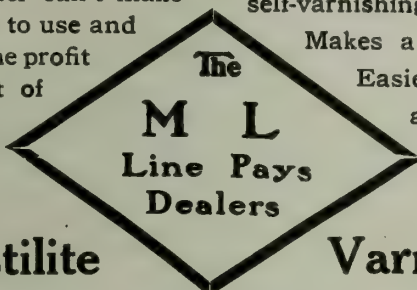


Paint Department in the Hardware Store of F. S. Collacott, Yorkton, Sask.

3 Profit Earners FOR ALL PAINT DEALERS

M L Paint comes in a great assortment of shades, outdoor and interior finishes. Just meets your market, and a customer can't make a mistake, because it's the easiest to use and handle. You get the benefit and the profit of handling a satisfactory paint of high quality. Sell poor paint—you get the blame.

M L Floorglaze is a floor finish, an interior finish, an outdoor finish in one, and self-varnishing at that. Saves the buyer trouble. Makes a scratchless finish of high gloss. Easiest to use and a great seller, well advertised by us.



Elastilite

Varnish

A varnish finish that won't mar easily, that brushes well, that gives a high surface in amateur hands. Dealers that sell it sell absolute satisfaction in every way as to finish.

Get our Dealer Proposition, samples and color cards.
Address nearest branch to you.

IMPERIAL VARNISH AND COLOR CO., LIMITED

108 Princess Street,
WINNIPEG

6 to 24 MORSE STREET, TORONTO

524 Beatty Street,
VANCOUVER

HOW WE HELP THE DEALER!

The past few weeks we have been hammering home the fact that we are sparing no expense to help the dealer sell

Minerva Paints and Varnishes

We have reproduced some of our forceful consumer advertising, and last week we showed our range of highly artistic color folders.

Think what this means to you, and remember that you are getting all this publicity without cost to yourself.

We help you sell "Minerva" Paints, and our methods of advertising will have a good moral effect on your general business.

The "Minerva" line is of supreme merit, backed by a reputation of 76 years, and is one that every dealer can handle with confidence and profit.

It will pay you to investigate the Minerva Proposition.

Write for our selling plan and full particulars.

Pinchin, Johnson & Co. (Canada), Ltd.

CARLAW AVENUE, TORONTO

PAINT AND OIL MARKETS

MONTREAL.

Montreal, September 29.—An upward tendency in dry white lead, fluctuations in linseed oil, and a demand for glass, which far exceeds the supply—these are the outstanding features of the market this week. In all departments the demand is heavy, but especially is that true of glass. The jobbers can not secure enough to fill their orders promptly. It is expected, moreover, that the supply will become still more inadequate, and then the general opinion is that a rise in prices will occur.

A certain irregularity in the price of turpentine is noted, some firms quoting several cents lower than others. All are willing to shade their prices somewhat for large orders.

Turpentine.—The demand is steady, and the supply sufficient. Prices have risen somewhat. At the majority of the houses, the price quoted for carload lots is 74 cents a gallon in barrels. One concern offers at last week's figures. For orders of large quantities better prices are offered.

White Lead.—The price for the white lead ground in oil remains as last week, but indications are that there will be a rise within a few weeks. Already an advance is reported in the price of dry white lead, and this is taken as the shadow of the coming increase. The quotations at present are: One ton lots, \$6.15; five ton lots and upwards, \$6.05; while for shipments of quantities less than a ton \$6.30 is asked.

Putty.—Here the demand has increased, as a natural result probably of the increased demand for glass and other building goods. Prices remain as last week: Bulk, bbls., \$2.20; bulk, cwt., \$2.45; bladder, bbls., \$2.70; bladder, cwt., \$2.80; 25's, loose, \$2.25; 25's, cased, \$2.70; 12½'s, cased, \$2.90.

Linseed Oil.—Here fluctuations are noticed. It is not thought these point to any change. Indeed the closest students of the market can hardly offer any explanation for the varying prices. These, however, are not such as to cause any anxiety whatever. The quotations generally accepted are: \$1.01 for raw and \$1.04 for boiled oil.

Glass.—Here the demand has grown out of proportion to the supply. This is partially due to the large amount of building which has been going on in the city and throughout the country generally. But the recent labor trouble in England—having interfered with the shipment of glass from Antwerp—must be blamed in no small measure for the present shortage. "Glass," said one authority, "is bound to go up as soon as navigation stops. In reality it should be higher now than it is. The only thing

which keeps the price down is the fact that we are still delivering spring orders. We have been unable to fill them all before."

The Belgium manufacturers, in view of the rush of orders from Canada, may raise their prices. That—say those who have bought in this market for years past—is a habit of the Belgians. But this is only one reason which the jobbers have for expecting a rise in glass. More serious is the shipping trouble. So much has transportation been held back that it is feared only a part of those orders which are in may be brought over before navigation closes.

Those who need glass, say the jobbers, had better waste no time in filing their orders.

Prepared Paints.—Still the demand remains good. Those moving into old houses are buying a few pots to make some rooms brighter. Painting work is being executed on the exteriors of many buildings. All these things increase the demand at the retail dealers and this naturally brings orders to the jobbing houses.

Petroleum.—Business in this line is steady. In prices, too, there is but little change, the quotations being: Sarnia prime white, 14c; American water white, family safety, 15½; Pratt's Astral, 19 cents.

TORONTO.

Toronto, Sept. 28.—Trade is reported to be good, in some lines unusually good. Prepared paints are not yet as active as the manufacturers and jobbers would like, but varnishes, japans and interior stains are selling in good volume, and there is a splendid demand for oils, turpentine and lead. Altogether the volume of trade is satisfactory, and the manufacturers expect an early increase in the lines which are now rather slack.

The tendency in regard to prices is all in the direction of firmness. Reports of a probable advance in white lead are heard, but, at time of writing, no change had been made.

Linseed Oil.—The present high price is likely to be maintained for some time to come, as there is no positive evidence of relief yet in sight. Flaxseed is still quoted in Winnipeg at \$2.10 a bushel, and it is said that there is little coming forward, so high prices are practically certain to obtain there for some time. Reports from Great Britain indicate that there has been an advance at various points in the price of oil during the past ten days, supposedly on account of reports from India to the effect that the crop of linseed there is very much less than was at first anticipated.

Locally the price remains at \$1.05 for

raw and \$1.08 for boiled. There is a really active demand.

Turpentine.—There is no change in the situation. While the supplies coming forward seem to be quite ample for the demands of the market, the export trade seems to keep up quite as briskly. There are still reports heard of wet weather in the Southern States, and difficulty in collecting gum continues to be felt. The prices on the primary market at Savannah has fluctuated considerably, with a slight tendency toward greater firmness. Locally, however, the price has remained steady at 76 cents and, with the active demand now being experienced, there does not seem to be any reason to anticipate any immediate decline.

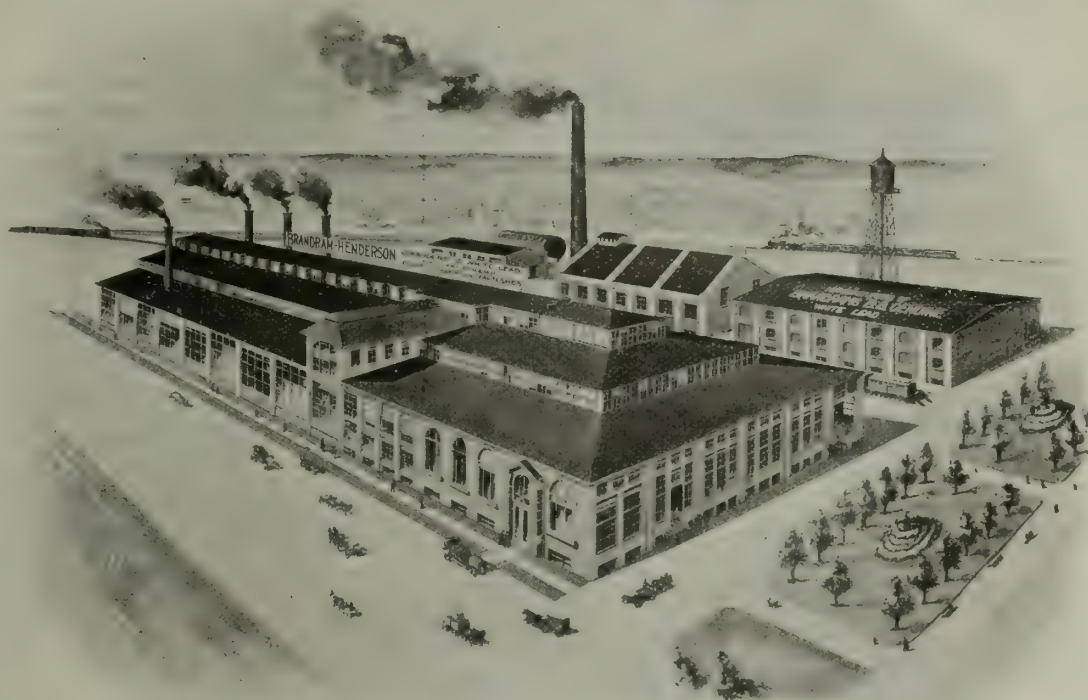
Rosins.—A series of advances have been recorded in the common grades. During the past two weeks, advances of from 5 to 10 cents a barrel have been made.

White Lead.—That a further advance in white lead will be made within the next few days was the positive information given out at several points today. The matter will be decided in Montreal before the end of the week in all probability. Just how large the advance will be cannot be said, but it will possibly be the same as the last one. It is interesting to note that the price of white lead in England has gone up much faster than in this country. During the time that quotations here have advanced 30 cents, the price in the Old Country has gone up \$1.50.

Putty.—There is an unusually good demand for putty. Standard putty is quoted at:—Bulk, in casks, \$2.20; in 100-lb. drums, \$2.25; in 25-lb. drums, \$2.65; bladder, in barrels, \$2.75. Pure putty prices remain the same: Bulk, in casks, \$2.50; in 100-lb. drums, \$2.80; in 25-lb. drums, \$2.90; bladder, in barrels, \$3.

Glass.—The season for glass is now at its height. Jobbers are making heavy shipments, and they report that their only difficulty is to obtain sufficient supplies. The demand is running ahead of visible supply and some jobbers and manufacturers report that their stocks are lighter than is usual at this time of year. This applies to all lines more or less but particularly to double diamond. Glass prices are firm.

Prepared Paints.—Business is said to be better than at the corresponding period last year but it is not as good as had been expected after the splendid records established during August and September. Still shipments are becoming heavy and no fault is being found with the state of trade. Varnishes and Japans are in heavy demand. With moving and house cleaning time here, the demand has appreciably increased for all varieties of household supplies.



THE HOME OF

Brandram's B. B. Genuine White Lead

Made by the Brandram's process for practically two centuries.

It is the standard White Lead of the World.

By it others are judged.

It combines all the good points of the Old Dutch process, with scientific improvements by which the body and color are perfected.

Anchor Decorators' Pure White Lead

The base of which is made by the Old Dutch process.

It is the best White Lead that can be produced by that method.

Next to the Brandram's process of corroding White Lead, there is none equal to the Old Dutch process.

BEFORE PLACING YOUR ORDER FOR WHITE LEAD,
WRITE FOR PRICES AND FULL PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN CANADA

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 40c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4, 5c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A", 20c.; "B", 18c.; "C", 15c.; "D", 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 15c. Defender, 20c.; Mystic, 17c.; Cosmic, 25c.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, $\frac{1}{2}$ to $\frac{3}{4}$ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch.	2 30	2 40
Tubes per 100 feet, $\frac{1}{2}$ inch.	9 50	9 00
" " " " 2 " "	8 25	8 50
" " " " 2 1/2 " "	10 50	10 00
" " " " 3 " "	12 00	12 10
" " " " 4 " "	15 00	15 30
" " " " 4 1/2 " "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge..... 0 22
Rods, base $\frac{1}{2}$ to 1 inch, round..... 0 21
Tubing, seamless base, per lb..... 0 25
Tubing, iron pipe size, 1 inch base..... 0 23
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2
Ocean cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65
p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55
p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 55
p.c.; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and
checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62 1/2 p.c.
Kerr copper alloy disc standard globe, angle
and check valves, 62 1/2 p.c.
Kerr standard radiator disc valves, 65 and 10
p.c.; Jenkins disc and quick opening hot
water radiator valves, 75 p.c.
Kerr Weber I.B.M. straightway and water
gate valves, screwed and flanged, 62 1/2 and
10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application
to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot.....	13 75
Out lengths, round bars, $\frac{1}{2}$ to 2 in.....	21 00
Plain sheets, 14 oz., 14x48, 14x60.....	23 00
Copper sheet, tinned, 14x60, 14 oz.....	24 00
Copper sheet, planished, 14x60, base.....	31 00
Braziers, in sheets, 6x4.....	23 00

COPPER AND BRASS WIRE

Brass, .001; copper, 62 1/2 p.c.

IRON AND STEEL

	Montreal	Toronto
In car lots.		
Canadian foundry, No. 1.....	19 50	
" " " " No. 2.....	19 00	
Middlesboro, No. 3 pig iron.....	18 25	19 00
Summerlee, No. 2.....	20 00	22 50
Carron, special.....	20 00	
Carron, soft.....	19 75	
Cleveland, No. 1.....	18 75	20 50
Clarence, No. 3.....	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	22 50	
Radnor, charcoal iron.....	32 01	32 50
Agresome, No. 3.....	18 75	
Ferro Nickel pig iron (800).....	25 00	
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh.....	27 50	
Angles.....	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron.....	2 35	2 28
Refined ".....	2 15	2 30
Horsehoe iron.....	2 15	2 30
Mild steel.....	1 95	2 15

Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic).....	1 95	2 15
Iron finish steel (foreign).....	2 25	2 25
Reeled machinery steel.....	2 85	3 00
Tire steel.....	2 00	2 55
Sheet cast steel.....	0 15	0 15
Toe cask steel.....	0 07 1/2	0 08
Mining cast steel.....	0 65	0 65
High speed.....	0 50	
Capital tool steel.....	0 50	
Cammell Laird.....	0 15	
Black Diamond tool steel.....	0 08	0 08
Corona tool steel.....	0 06 1/2	
Silver tool steel.....	0 12 1/2	

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	0 06	
$\frac{1}{2}$ to 1-16 ".....	0 05 1/2	
1-7-16 to 3 ".....	0 05	
Montreal, 25 and 2, Toronto, 30.		

BLACK SHEETS

	Montreal	Toronto
10 gauge.....	2 30	2 50
12 ".....	2 30	2 55
14 ".....	2 30	2 35
17 ".....	2 30	2 45
18 ".....	2 30	2 45
20 ".....	2 30	2 45
22 ".....	2 25	2 55
24 ".....	2 25	2 55
26 ".....	2 35	2 65
28 ".....	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 90	2 90
All bright, 52 sheets.....	3 70	4 00
Galvanized—Apollo D. Crown Ordinary		
18x24x52.....	4 45	4 45
60 ".....	4 70	4 70
20x28x80.....	8 90	8 70
" " " " 90 ".....	9 40	9 20

	Montreal	Toronto
22 gauge, per square.....	6 10	
24 ".....	5 00	
26 ".....	3 85	
28 ".....	3 65	

GALVANIZED SHEETS (CORRUGATED)

	Montreal	Toronto
22 gauge, per square.....	6 10	
24 ".....	5 00	
26 ".....	3 85	
28 ".....	3 65	

GALVANIZED SHEETS

	Montreal	Toronto
22 gauge, American.....	3 85	3 45
24 ".....	3 85	3 45
26 ".....	4 10	3 95
28 ".....	4 35	4 25

IRON PIPE

	Black	Galvanized
Size (per 100 ft.)		
1 inch.....	2 03	2 86
" ".....	2 25	3 08
" ".....	2 63	3 48
" ".....	3 28	4 43
1 1/2 ".....	4 70	6 35
2 ".....	6 41	8 66
2 1/2 ".....	7 70	10 40
3 ".....	9 57	13 86
3 1/2 ".....	16 39	22 14
4 ".....	21 52	29 07
5 ".....	27 08	36 58
6 ".....	30 78	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65;
standard bushings, 70; headers, 60; flanged
unions, 65; malleable bushings, 65; nipples,
75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch,
70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and
10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00.

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30,
\$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent.
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Radiators—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 and 10 and 2 1/2 per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

	Montreal	Toronto
Dealers buying prices:		
Heavy copper and wire, lb. 0 11	0 11	0 12
Light copper bottoms.....	0 09	0 09 1/2
Heavy red brass.....	0 10	0 10 1/2
" " yellow brass.....	0 08	0 08 1/2
Light brass.....	0 06	0 06 1/2
Tea lead.....	0 02 1/2	0 02 1/2
Heavy lead.....	0 02 1/2	0 02 1/2
Scrap zinc.....	0 03	0 04
No. 1 wrought iron.....	2 0	10 00

Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable.....	9 00	9 00
Miscellaneous steel.....	5 00	6 0
Old rubbers.....	0 09	0 08 1/2

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 20	3 75
Imported pig, per 100 lb.....	4 45	4 25
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 24 lb. sq. ft., by roll.....	4 75	5 00
Sheets, 3 to 6 lb. ft.....	4 50	4 75
Out sheets 4c. per lb. extra.		
Out sheets to size, 4c. per lb. extra.		

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Oakum lead, 40c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26 1/2	
Wiping.....	0 23	0 24	

SHEET ZINC.

5-owt. oaks.....	8 50	7 50
Part oaks.....	9 00	8 00

SPELTER.

Foreign, per 100 lb..... 7 25 6 50

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$46 50 46 00

	Per box
Reddipped Charcoal Plates—Tinned	
M.L.S. Famous (equal Bradley)	
I.C. 14x20 base.....	\$7 00
I.X. 14x20 base.....	8 25
I.X.X. 14x20 base.....	9 50

Raven and Murex Grades—

I.C. 14x20 base.....	5 00
I.X. 14x20 base.....	6 00
I.X.X. 14x20 base.....	7 00
I.X.X.X. 14x20 base.....	8 00

"Dominion Crown Best"—Double.

Coated, Tissue.....	7 00	7 00
I.C. 14x20 base.....	8 25	8 25
I.X. 14x20 base.....	9 50	9 50

"Allaway's Best"—Standard Quality.

I.C. 14x20 base.....	4 50
I.X. 14x20 base.....	5 25
I.X.X. 14x20 base.....	6 00

Bright Cokes

Bessemer Steel—	
I.C. 14x20 base.....	4 25
20x28, double box.....	8 50

Charcoal Plates—Terme.

Dean or J.C. base.....	7 50
I.C. 20x28, 112 sheets.....	9 00
I.X. Terme.....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.....	7 00
" 14x60, ".....	
" 14x65, ".....	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 75	7 35
" " " " 28 ".....	7 85	

WIRE

ANNEALED OUT HAY BAILING WIRE.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13,
\$4; No. 14, \$4.10; No. 14, \$4.25; No. 15, \$4.50;
in lengths 6' to 11', discount 30 per cent.;
other lengths 20c. per 100 lbs. extra; if eye or
loop on end add 25c. per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18,
\$3; No. 19, \$2.70; 6 wire solid line, No. 17,
\$4.45; No. 18, \$3.10; No. 19, \$2.80. Al.
prices per 1000 ft. measure; 6 strand, No.
18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton,
Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.45 in case f.o.b.
Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In
100-lb. lots: No. 17, \$5; No. 18, \$5.50; No.
19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22,
\$7.30; No. 23, \$7.65; No. 24, \$8; No. 25,
\$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11;
No. 29, \$12; No. 30, \$13; No. 31, \$14; No.
32, \$15; No. 33, \$16; No. 34, \$17. Extra net.
Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4;
Nos. 30-34, 96 Coppered, 75c; oiling, 10c;
in 25-lb. bundles, 15c; in 5 and 10-lb. bundles,
25c; in 1-lb. hanks, 25c; in 1-lb. hanks, 30c;
in 1-lb. hanks, 50c; packed in casks or cases,
15c; bagging or papering, 10c.

HAY WIRE IN COILS.

\$2.35 base f.o.b., Montreal, Toronto, Ham-
ilton and London.

GALVANIZED WIRE
From stock, f.o.b. Montreal—100 lbs.
Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.30
10, \$2.80; 11, \$2.55; 12, \$2.45; 13, \$2.55
14, \$3.15. In car lots straight or mixed.

POULTRY NETTING.

3-in. mesh, 19 w.g., 60 and 2 1/2 p.c. off. Other
sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 9 gauge, \$2.35 base; No. 10 gauge, 6c
extra; No. 11 gauge, 12c extra; No. 12 gauge,
20c extra; No. 13 gauge, 30c extra; No. 14
gauge, 40c extra; No. 15 gauge, 55c extra;
No. 16 gauge, 70c extra. Add 60c. for copper-
ing and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c.,
spring wire \$1.25, bright soft drawn 15c.,
charcoal (extra quality) \$1.25, packed in casks
or cases 15c., bagging and papering 10c., 50
and 100-lb. bundles 10c., in 25-lb. bundles
15c., in 5 and 10-lb. bundles 25c., in 1-lb.
banks 50c., in 1-lb. hanks 75c., in 1-lb.
banks \$1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, \$1.65 per
100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb..... 2 45

Galvanized, plain twist..... 2 75

Car lots and less.....

Dominion special field fencing, 3 1/2 p.c. small
lots; extra 5 p.c.

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, 1,
\$5; 1 inch, \$16.80.

Black, 1st grade, 6 strands, 19 wires, 1,
inch, \$15.10. Per 100 feet f.o.b. Toronto.

Galvanized..... 2 85

Plain..... 2 60

WROUGHT STAPLES

Painted Screen, in 100-ft. rolls, \$1.65 per
100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins..... 0 80 0 85

In barrels, 5-gal. tins..... 0 80 0 85

BEESWAX

Per lb..... 0 40

CHEMICALS

In

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Northern Aluminum Co., Toronto	Tallman Brass & Metal Co., Hamilton	B. & S. H. Thompson & Co., Montreal	Howland, H. S. Sons & Co., Toronto.
Auger Bits	Bridle Rings—Galvanized, Brass and Plain	Chafing Dishes	Hutton, Jas., & Co., Montreal
Ford Auger Bit Co., Holyoke, Mass.	Star Expansion Bolt Co., New York	Buffalo Mfg. Co., Buffalo	McGlashan, Clarke Co., Ltd., Niagara Falls
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Dominion Cartridge Co., Montreal	Boeckh Bros. Co., Ltd., Toronto	S. Cheney & Son, Manlius, N.Y.	Wm. Keating, Toronto
Remington Arms Union Metallic Cartridge Co., New York	Stevens-Hepner Co., Port Elgin	Churns	Door Hangers
Anchors, Star Screw	Burners	Connor, J. H., & Sons, Ottawa, Ont	F. E. Myers & Bro., Ashland, Ohio
Star Expansion Bolt Co., New York	Ontario Lantern and Lamp Co., Hamilton, Ont.	Cummer-Dowdell Ltd., Hamilton, Ont	Richards Wilcox Mfg. Co., Aurora, Ill
Babbitt Metal	Builders' Tools and Supplies	Maxwell, David, & Sons, St. Mary's, Ont	Drills—High Speed
Canada Metal Co., Toronto	Canada Wire Goods Mfg. Co., Hamilton	Clippers—All Kinds	Alexander Gibb, Montreal
Frothingham & Workman, Ltd., Montreal	Carehill, Learmont & Co., Montreal	American Shearer Mfg. Co., Nashua, N.H	Dry Batteries
Magnolia Metal Co., Montreal	Frothingham & Workman, Ltd., Montreal	Chicago Flexible Shaft Co., Chicago	Canadi n Carbon Co., Toronto
Tallman Brass & Metal Co., Hamilton	Howland, H. S. Sons & Co., Toronto.	Clocks	Canadian National Carbon Co., Toronto
Bar Iron	Lewis Bros. & Co., Montreal	The Western Clock Mfg. Co., La Salle, Ill.	Emery or Corundum Wheels
Henry Rogers, Sons & Co., Montreal	Lufkin Rule Co., Saginaw, Mich.	Clothes Line Reels	Canadian Hart Wheels Limited, Hamilton, Ont.
Bar Urns	North Bros. Mfg. Co., Philadelphia, Pa.	Corbett Foundry & Machine Co., Owen Sound	Electrical Supplies
Buffalo Mfg. Co., Buffalo, N.Y.	Stanley Rule & Level Co., New Britain.	Clothes Reels and Lines	Canadian General Electric Co., Toronto
Bath Room Fittings	Taylor-Forbes Co., Guelph, Ont.	Cummer-Dowdell, Ltd., Hamilton	Standard Paint Co., Montreal
Buffalo Mfg. Co., Buffalo, N.Y.	Burlap	Hamilton Cotton Co., Hamilton,	Electric Fixtures
Belting	Dominion Oil Cloth Co., Montreal	Clothes Wringers	The Barton-Netting Co., Ltd., Windsor, Ont
Dominion Belting Co., Ltd., Hamilton	Calipers	Cummer-Dowdell Ltd., Hamilton, Ont.	Morrison James, Mfg. Co., Toronto.
Sadler & Haworth, Montreal	J. T. Slocumb Co., Providence, R.I.	American Wringer Co., New York City	Enameled Ware
Belting, Hose, etc.	Cans	Cold Rolled Strip Steel	Davidson Thos., Mfg. Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.	Thos. Davidson Mfg. Co., Montreal.	The Morris & Bailey Steel Co., Pittsburg, Pa.	The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Binder Twine	McClary Mfg. Co., Toronto	Cordage	McClary's London, Ont.
Consumers Cordage Co., Montreal	The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg	Hamilton Cotton Co., Hamilton.	Ernest Stevens, Ltd., Cradley Heath, England
Plymouth Cordage Co., N. Plymouth, Mass.	Carriers, Cash and Parcel	Plymouth Cordage Co., N. Plymouth, Mass.	Eave troughs
Bird Cages	Hamilton Brass Mfg. Co., Hamilton	Corrugated Iron	Thos. Davidson Mfg. Co., Montreal
E. T. Wright & Co., Hamilton	Carpet Sweepers	The Galt Art Metal Co., Galt, Ont	McClary's London, Ont.
Boilers and Radiators	Bissell Carpet Sweeper Company, Grand Rapids, Mich	Cow Ties	The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto
Pease Foundry Co., Toronto	Carriage Springs and Axles	Greening, B., Wire Co., Hamilton	Wheeler & Bain, Toronto
Taylor-Forbes Co., Guelph, Ont.	Guelph Spring and Axle Co., Guelph.	McKinnon Dash and Metal Co., St Catharines	E. T. Wright & Co., Hamilton
Bolts and Nuts	Cartridges	Oneida Community, Ltd., Niagara Falls,	Escutcheon Pins
London Bolt and Hinge Works, London, Ontario	Dominion Cartridge Co., Montreal.	Cuspidors	The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton	Cash Registers	Buffalo Mfg. Co., Buffalo, N.Y.	Fencing—Woven Wire
Bolts—Expansion	National Cash Register Co., Toronto	Thos. Davidson Mfg. Co., Montreal.	The Steel Co. of Canada, Ltd., Hamilton
Star Expansion Bolt Co., New York	Castings	McClary's London, Ont.	Files and Rasps
Brass, Sheets, Tubes and Rods	Corbett Foundry & Machine Co., Owen Sound	The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg	Barnett Co., G. & H., Philadelphia, Pa.
Tallman Brass & Metal Co., Hamilton	Cattle and Trace Chains	E. T. Wright & Co., Hamilton	Delta File Works, Philadelphia, Pa.
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Jas. Cartland & Son, Ltd., Birmingham, Eng.	McKinnon Chain Co., St. Catharines	Coverhill, Learmont & Co., Montreal	Nicholson File Co., Fort Hope
	Oneida Community Limited, Niagara Falls, Ont.	Crookes, Jonathan, & Son	Simonds Canada Saw Co., Ltd., Montreal
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Ontario Lantern & Lamp Co., Hamilton

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Toronto Plate Glass Importing Co., Toronto.

Winnipeg Paint & Glass Co., Winnipeg

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Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co., Winnipeg

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The Canada Glue Co., Ltd., Brantford, Eng.
Grove Chemical Co., Appleby Bridge, Eng.

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Grindstones

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Cowan & Britton, Gananoque
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Still, J. H. Mfg. Co., St. Thomas.

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Steel Co. of Canada, Limited, Hamilton

Hoop Iron

Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Horseshoes and Nails

Steel Co. of Canada, Ltd., Hamilton

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North Bros. Mfg. Co., Philadelphia
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

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North Bros. Mfg. Co., Philadelphia, Pa.

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Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

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Steel Co. of Canada, Limited, Hamilton

Iron Pipe

Canadian Tube & Iron Co., Montreal
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps

Aylmer Pump & Scale Co., Aylmer
McDonnell, R., Co., Galt, Ont.

Ladders

Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf

Hamilton Brass Mfg. Co., Hamilton

Lampblack

The L. Martin Co., New York
Wilkes Martin Wilkes Co., New York

Lanterns

Thos. Davidson Mfg. Co., Montreal
Ontario Lantern & Lamp Co., Hamilton, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

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D. Maxwell & Sons, St. Mary's, Ont.
Jas. Smart Mfg. Co., Brockville, Ont.
Taylor, Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Swings

F. E. Myers & Bro., Ashland, Ohio
Stratford Mfg. Co., Stratford, Ont.

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Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc.

Belleville Hdw. and Lock Mfg. Company
Belleville.
National Hardware Co., Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools

Pink, Thos., & Co., Pembroke, Ont.

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McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Leslie A. C. & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

Mantels and Grates

The Barton-Netting Co., Ltd., Windsor, Ont.

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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie A. C. & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal
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Samuel, Benjamin & Co., Toronto
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Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Metal Store Fronts

Canada Foundry Co., Ltd., Toronto
Corbett Foundry & Machine Co., Owen Sound

Mop Sticks

Tarbox Bros., Toronto

Mop Wringers

White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers

The Bridgeport Hdw Corp., Bridgeport, Conn.

Nails, Wire

Parmenter & Bulloch Co., Gananoque
Steel Co. of Canada, Limited, Hamilton

Oilers

Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg
Wright, E. T., & Co., Hamilton, Ont.

Oil Stones

Canadian Hart Wheels, Hamilton, Ont.

Oil Stoves

McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks

Rousar, S. F., & Co., Toronto.
Corbett Foundry & Machine Co., Owen Sound

Ornamental Iron and Wire

Canadian Wire Goods Mfg. Co., Hamilton
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Berry Bros., Limited, Walkerville, Ont.
W. T. Bigsby & Sons, London, Eng.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Montreal
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Sherwin-Williams Co., Montreal
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Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

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Greening, B., Wire Co., Hamilton.

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E. McDougall Co., Galt, Ont.
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Steel Co. of Canada, Limited, Hamilton

R.R. Angle Bars

Steel Co. of Canada, Limited, Hamilton

R.R. Axles

Steel Co. of Canada, Limited, Hamilton

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Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Refrigerators

Barnet Mfg. Co. Ltd., Renfrew, Ont.

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Canadian Ferrosteel Co., Bridgeburg, Can.
Canadian Heating & Ventilating Co.
Owen Sound

Rivets

Steel Co. of Canada, Hamilton
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton, West, Ont.

Roofing Supplies

Barber Asphalt Co., Philadelphia
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto
Standard Paint Co., Montreal
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rope

Consumers Co. dge Co., Montreal
Independent Cordage Co., Toronto

Rules and Gauges

Jas. Cheesterman & Co., Ltd., Sheffield, England

Saws

Atkins, E. C., & Co., Indianapolis, Ind.
Dieston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Mfg. Co., Fitchburg, Mass.
Spear & Jackson, Ltd., Sheffield, Eng.

Scales

American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts

Steel Co. of Canada, Limited, Hamilton

Scythe Stones

The Carborundum Co., Niagara Falls, New York

Shears, Scissors

E. Heinisch's Sons Co., Newark, N.J.
J. Wiss & Sons Co., Newark, N.J.

Shovels and Spades

Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware

McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont.
Oneida Community, Ltd., Niagara Falls
Standard Silver Co., Toronto
Toronto Silver Plate Co., Ltd., Toronto

Spikes, Railway, Ship or Pressed

Steel Co. of Canada, Limited, Hamilton

Sprayers

Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Spring Hinges, etc.

B. Greening Wire Co., Ltd., Hamilton
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Staples

B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Limited, Hamilton

Steel—High Speed

Alexander Gibb, Montreal
Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg, Steel Rails

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stencils

M. Clary's, London, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.

Store Ladders

F. E. Myers & Bro., Ashland, Ohio

Stoves, Furnaces

Burr, W., Stewart & Milne Co., Hamilton
Canadian Heating & Ventilating Co., Owen Sound
Clare Bros., Preston.
W. J. Copp, Son & Co., Fort William, Ont.
Davidson, Thos., Mfg. Co., Montreal
Enterprise Foundry Co., Sackville
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Moffatt Stove Co., Weston
Pease Foundry Co., Toronto.
Supreme Heating Co., Wexford
Jas. Smart Mfg. Co., Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock

Stove and Furnace Cement

G. F. Sterne & Sons, Brantford

Tacks

The Steel Co. of Canada, Ltd., Hamilton

Tapes

Jas. Cheesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tie Plates

Steel Co. of Canada, Limited, Hamilton

Thing—Wall and Floor

The Barton-Netting Co., Ltd., Windsor, Ont.

Timber Jacks

Trehwella Bros., Birmingham, Eng.

Tin Plate

A. O. Leslie & Co., Montreal

Toasters

Harkins & Willis, Ann Arbor, Mich.

Tools

The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Ltd., Sheffield, Eng.

Tool Grinders

Luther Grinders Mfg. Co., Milwaukee, Wis.

Trucks

Aylmer Pump & Scale Co., Aylmer, Ont.
Geo. D. Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners

Onward Mfg. Co., Berlin

Valves

Kerr Engine Co., Walkerville, Ont.

Varnishes: See Paints

Berry Bros., Limited, Walkerville, Ont.
Dougall Varnish Co., Montreal

Ventilators

Harris, J. W., Co., Montreal.
Geo. D. Pearson & Co., Montreal

Vices

Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York

Waffle Irons

Griswold Mfg. Co., Erie, Pa.
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster

Manitoba Gypsum Co., Winnipeg

Washing Machines, etc.

J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont.

Wagons—Children's

Woodstock Wagon Co., Woodstock

Wash Boards and Tubs

Wm. Cane & Sons Co., Newmarket

Washers

Steel Co. of Canada, Limited, Hamilton

Wheelbarrows

Meaford Wheelbarrow Co., Meaford, White Lead

Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware

</

A TRIBUTE



Vancouver, B.C.

Mr. W. S. Fallis,
c/o The Sherwin-Williams Co.,
Winnipeg, Man.

Dear Sir:—

In reply to your letter of the 16th inst. we would say that there are many advantages in handling the Sherwin-Williams Products from the retailer's point of view.

Since opening our store, a little over two years ago, we have adopted the policy of handling the very best lines obtainable and staying with those lines instead of mixing up different makes of the same class of goods. This is particularly true with regard to the Sherwin-Williams Goods.

The cry of high price that is so often raised by the retailer, as well as the customer, is not so big an obstacle to overcome as many suppose. A little quality talk is all that is required with ninety-nine per cent. of the trade. As an illustration of this we would say that last year we handled a cheaper grade of Shingle Stains, but this year we undertook to sell Sherwin-Williams Shingle Stain wherever possible. The result has been very gratifying, as we have only had about five sales of the cheaper stain, and we have a better satisfied lot of customers.

We wish to thank The Sherwin-Williams Company for their kind treatment at all times, and wish them continued success.

We remain,

Yours truly,

G. E. McBRIDE & CO.

THE SHERWIN-WILLIAMS Co.

(OF CANADA, LIMITED)

PAINT, VARNISH AND COLOR MAKERS, LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL,
TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.



Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—

2c. per word first insertion.

1c. per word subsequent insertion.

5c. additional each insertion when Box Number is required.

ADDRESS WANTED

HOLDER OF BOX 580, send street address and we will forward replies. **HARDWARE AND METAL**, Toronto.

BUSINESS CHANCES

FOR SALE—Smart little hardware business; good turnover; stock about \$4,500. Must be sold quick; owner going West. Box 593, **HARDWARE AND METAL**, Toronto. (39tf)

FOR SALE—Hardware, stove and tin business. Established over 20 years. Stock about \$5,000. Must be sold at once. Good stand and business. **J. D. MURDOCH**, Simcoe, Norfolk County, Ont. (38tf)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. **D. FERGUSON**, Tecumseh. (16tf)

FOR SALE—First-class and up-to-date hardware business, in fast growing town of twelve to fourteen hundred. Stock six to seven thousand, mostly new. Extensive glass manufacturing plant, also brick plant producing 40,000 per day. First-class farming country. General stores only opposition. Special rate for cash. Will accept half cash on stock and buildings. This proposition is well worth investigating. Apply to Box 348, Beausejour, Man. (39)

HARDWARE, Tinsmithing and Plumbing business for sale in good town in Western Ontario. Splendid farming country. Stock nine thousand. Turnover thirty five thousand. Stock in splendid condition. Good reasons for selling. Apply Box 589, **HARDWARE AND METAL**, Toronto. (39)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. **Elliott Fisher**, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. **International Time Recording Company of Canada, Ltd.** Office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. **American Multigraph Sales Company, Ltd.**, 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. **Copeland-Chatterson Co., Ltd.**, Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. **Dominion Register Co., Ltd.**, Toronto.

When writing advertisers kindly mention having seen the advertisement in this paper.

MISCELLANEOUS

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has so equal on the market. Supplies for Binders and Monthly Account Systems. **Business Systems, Limited**, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," **Otis-Fensom Elevator Co.**, Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. **Egry Register Co.**, Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. **The Monarch Typewriter Co., Limited**, 46 Adelaide Street West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. **Leach Concrete Co., Limited**, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. **W. J. GAGE & CO., Limited**, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by **William Mitchell Pens, Limited**, London, England. **W. J. Gage & Co., Limited**, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. **The National Cash Register Co.**, 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. **Warwick Bros. & Rutter, Ltd.**, King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. **Taylor-Forbes Company, Limited.** Supplied by the trade throughout Canada. (tf)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

SITUATIONS VACANT

WANTED—Immediately, hardware clerk. Must be 1st-class and of good character. **S. SCHWANZ**, Rocanville, Sask. (39)

WANTED—Two experienced hardware clerks. Reply, stating age, experience and salary expected, to **COCHRANE HARDWARE, Ltd.**, Sudbury, Ontario. (40)

WANTED—A stock-keeper for wholesale house. Must be thoroughly familiar with all shelf goods. State experience and salary. **PEARL BROS. HARDWARE CO., Ltd.**, Regina, Sask. (39)

WANTED—Tinsmith, accustomed to shop work, furnace and troughing; some knowledge of plumbing. Steady job for suitable man. Box 591, **HARDWARE AND METAL**, Toronto. (39)

WANTED—A hardware man with few years' experience (in wholesale preferred) for putting up orders wholesale house. State experience and salary required. **PEARL BROS. HARDWARE CO., Ltd.**, Regina, Sask. (39)

WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. **MACLEAN PUBLISHING COMPANY**, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, **HARDWARE AND METAL**, Toronto. (24tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. **MacLean Publishing Co.**, Technical Book Dept., 143-149 University Ave., Toronto.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

Prepare for More Paint Profits

The first thing to do is to *want more paint profits*. The man who is satisfied won't do anything to get more profits. It's the man who wants more profits who is going to prepare to get them.

The second thing to do is to *get a paint* that will help you get more profits. The paint which you have to sell may make you some profit — but the paint that sells itself will make you more profit.

MARTIN-SENOUR PAINT

100% PURE

sells itself—after the first sale it has the purchaser selling paint for you. He not only comes back for more paint, but he sends his friends and neighbors. This is a live tip how you can prepare for more paint profit and how you can get it. Take the tip, and write today for the way to put it into practice. The dealer who gets Martin-Senour Paints in your town has made big preparations for more profits. Will it be you?



THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

MONTREAL CHICAGO WINNIPEG

VARNISH VALUE

Which is better, to sell a man varnish which is so cheap in quality that he will need more in a short space of time, or to sell him varnish which is good and that will last twice as long?

In the first case the customer will probably walk miles sooner than come back to you, while in the second case he will remember that it was you who induced him to get the better kind even though it did cost a trifle more. This man will come back to you with a smile on his face and will make a point of dealing with you whenever possible.

DOUGALL VARNISHES

are made to stand the wear and to give satisfaction in every case.

You owe it to your business to carry DOUGALL VARNISHES and you will find that you will do your business good by recommending them.

THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST.

MONTREAL

J. S. N. DOUGALL, President

CANADA

Associated with Murphy Varnish Co., U.S.A.

Moore's House Colours

One of the famous MOORE LINE, made in Canada. These colours have for years held their own against a host of rivals because of the purity of their ingredients, and the care and skill used in their manufacture. The retailer gets a first-class paint at a reasonable price, because we don't spend immense sums on magazine advertising. Our policy is to put all the money into the paint and to leave it to advertise itself. If you are not yet handling the MOORE LINE, we would like to send you colour card and prices. A trial order will convince the most sceptical. Write to us to-day.

Benjamin Moore & Co., Limited

WEST TORONTO

New York Cleveland Chicago



The Enamel That Stays White

You'll find that architects, painters and decorators will specify and purchase

SATINETTE WHITE ENAMEL

because it never turns yellow, and always retains its whiteness.

Satinette is the best enamel for every kind of decorative work, Gloss Interior, and Flat Interior for Inside Work, and Gloss Exterior for Outside Work.

Satinette is remarkably durable, and has great covering capacity.

Here's a line backed by the International reputation for quality, which gives complete satisfaction. And the profit margin for yourself is well worth while.

Sold, like all International Products, in full Imperial Measure cans.

MADE BY THE

INTERNATIONAL VARNISH CO.
LIMITED

CANADIAN FACTORY OF THE STANDARD VARNISH WORKS

TORONTO

WINNIPEG

F 86

Why buy the "Near Brand" when the Best is procurable?

Sixty-two years' reputation behind each package.

Sixty-two years' steady and continuous growth.

During this time we have seen many concerns come and go.

We have during all this lengthy period ever kept to the front and have been enabled to build up the largest bulk and package Lampblack business in the World, and why?

Because of Quality, Purity, Uniformity, Constant Watchful Attention to the little details that make business worth while: cautiously avoiding vain boasts and wordy pyrotechnics, insisting on the one and only essential to every buyer—Absolute Satisfaction.

Think of the leading manufacturers of Paints and Varnishes and you have the list of our Patrons.

Can you afford not to try our Blacks?

In view of the above we submit this question to the Canadian Trade:

Why buy the "Near Brand" when the Best is procurable?

THE L. MARTIN COMPANY

1849

Headquarters for Lampblacks

1911

Originators and Manufacturers of the famous

OLD STANDARD, EAGLE, PYRAMID AND GLOBE GERMANTOWN BRANDS.

81 FULTON ST., - - NEW YORK, U.S.A.

FOUR FACTORIES:

Philadelphia

Cincinnati

Johnsonburg

London, England

Canadian Agents: J. M. Douglas & Co., Montreal. James Hayward, Toronto.

ROYAL POLISH

SECOND TO NONE

Here is a polish which contains all the good qualities and none of the bad ones. Sold to you at a price which enables you to retail it cheaper than other brands.

We guarantee Royal Polish to do just as good work and to give just as good satisfaction as the highest priced polish on the market.

This a bold statement, but we mean it and will live up to it.

ROYAL POLISHES CO. :: Montreal

POWER

and

DURABILITY

with

LIGHTNESS

and

COMPACTNESS

combine
to make our

No. **111**

AUTOMATIC

☐ **SCREW DRIVER**

the greatest tool of its kind
on earth.

Goodell-Pratt Co.

Toolsmiths

GREENFIELD,

MASS., U.S.A.



Let Your Varnish Shelves
Put the Stamp of Quality
on Your Store.

What story do your varnish shelves
now tell to your trade ?

What does the array of labels mean
to the average man or woman who
comes into your store ?

Perhaps you've never thought of these
questions seriously—but it's time you
did, now that the Berry Brothers' Label
has become so well known to the buying
public.

Through the persistence of large space
advertising in which this grand old label
looms large, the general public has come
to know a Berry Brothers' Label at first
sight, and to know that it stands for
quality.

Let *your* shelves repeat this story to them.

Berry Brothers' Business Builders

The Big-5 with which every
dealer can most easily satisfy the
quality-demands of his trade.

**TRADE
LIQUID GRANITE
MARK**

For finishing floors in the most
durable manner possible.

**WOOD
LUXEBERRY
FINISH**

For the finest rubbed or pol-
ished finish on interior wood-
work.

**ELASTIC INTERIOR
FINISH**

For interior wood-work ex-
posed to severe wear and
finished in the full gloss.

**ELASTIC OUTSIDE
FINISH**

For front doors and all other
surfaces exposed to the weather.

**LUXEBERRY
WHITE ENAMEL**

The newest and best for finest
enamelled interior woodwork.

BERRY BROTHERS, Ltd.

The World's Largest Varnish Makers
WALKERVILLE, ONT.

THE
HOUSE-
KEEPER'S
FRIEND

The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in
nearly every instance.

They save the labor by
performing it.

They are neat, inexpensive,
durable and agreeable
HELPERS,

Ask your jobber for them,
if they will not supply you
address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers,
exclusively



This
Trade Mark
Ensures
Genuineness
Originality
Perfection
Satisfaction



OAKLEY'S

The original and only
Genuine Preparation for
Cleaning Cutlery, 6d.
and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc

Wellington Mills, London, England

Genuine satisfaction is
assured to every user of

NEW ERA PAINT

because it lasts longer, covers more
surface and holds its color better
than any other prepared paint.

Is not this the article you can
handle with pleasure and profit?
Write for our prices; they will
interest you too.

Standard Paint & Varnish Works Co.

WINDSOR

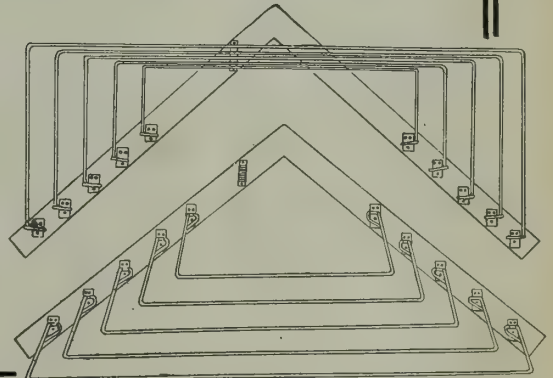
LIMITED

ONTARIO

FOR DRYING CLOTHES

NOTHING has yet been de-
signed which is so satisfac-
tory as this convenient clothes
rack. It is so constructed as to
take up the minimum space
while affording the maximum
drying area (19 ft.) and is strongly
made of hardwood and bent
steel. It is retailed at \$1.25,
and sold to you at \$9.00 per
doz.

Modern Machinery Co.
SARNIA, ONT.



Knowledge is Power

Every hardwareman can get valuable pointers and make his business a
more profitable proposition if he will study the experiences of experts
who have 'made good.' Our Technical Books for hardwaremen cover a
wide range of subjects, among which may be mentioned Metal Working
Books, Hardware Window Dressing, Store Business Methods, Paints and
Painting, Salesmanship and Sales Plans and Advertising. We have also
the very latest books on the plumbing and heating problems.

May we send you a copy of our comprehensive catalogue? You'll find
details therein of the very book suited to your individual needs.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by All Wholesale Dealers



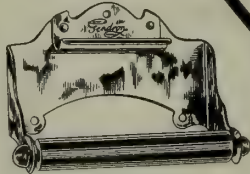
WE
HAVE A
LINE OF
BATHROOM
FITTINGS

that are unexcelled for quality and service

TORONTO
Gendron
CANADA

Write for catalog and price list—they
are free on request.

The Gendron Mfg Co.
Limited
DUCHESS STREET
TORONTO,
ONT.



BRUSHES and BROOMS FOR FALL TRADE

It is worth your while to be certain that you place in the hands of your customers only goods which are absolutely reliable. You can do this if you handle the **Keystone Brand**, as no brush or broom is allowed to leave the factory unless perfect in every respect.

Manufactured by

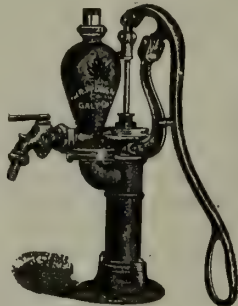
Stevens-Hepner Co., Limited
PORT ELGIN - ONTARIO

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The
R. McDougall Co., LIMITED
GALT, CANADA



A CONVENIENT LADDER FOR APPLE PICKING

It is strong and serviceable and is made from clean, kiln-dried, short leaf yellow pine, and equipped with the "Faultless Lock."

A bolt under each step and a galvanized steel plate on the ends of every bolt clamped tightly to the

sides, eliminate all chance of spreading.

Made 4 to 10 ft high, and extra heavy 10 to 16 ft.

This is positively the most reliable ladder that you can stock, and it brings you good profits.

Write for Catalogue "B"

The Stratford Mfg. Co., Limited
STRATFORD - CANADA



The "GILMORE" Grater PATENTED

This Grater is superior grater and does far better work.

The rasping surface in an ordinary grater consists of rows of jagged holes with no clearly defined cutting edges.

In the "GILMORE" the holes are so punched that they present a series of sharp cutting edges all pointing UPWARDS, so that the grating is all done on the forcetud DOWNWARD stroke, and no energy is wasted on the weak UPWARD stroke.

The work is much easier and is accomplished much quicker.

Made in half sheet size, and sells at same price as ordinary half sheet grater.

1 doz. in a bundle

For sale by all jobbers

MANUFACTURED BY

E. T. WRIGHT & CO., Hamilton, Canada

(H. G. WRIGHT)

Winnipeg distributing agents—Merrick-Anderson Co., Winnipeg, Man.
Vancouver distributing agents—Macpherson & Teetzel, Vancouver, B.C.
Winnipeg agents—W. Reynolds & Co., Winnipeg, Manitoba.
Toronto agent—F. B. Wilson, 33 Maitland St., Toronto, Ontario.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

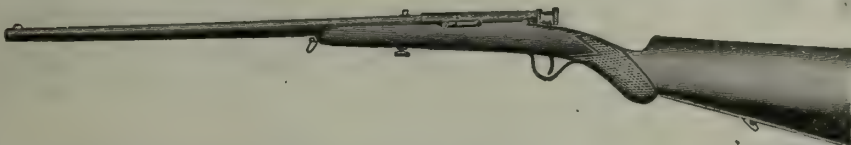
GALT, ONTARIO

and

VANCOUVER, B.C.

THE "BAYARD" AUTO-COCKING AND EJECTING SEMI-AUTOMATIC RIFLE

Entirely new features, nothing like it made, stands alone in quality and its class. Patented in all countries. Adapted to 22 SHORT or LONG rim fire smokeless cartridges. A High Grade Rifle at a Low Price.



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"You pull the trigger, the Bayard does the rest."

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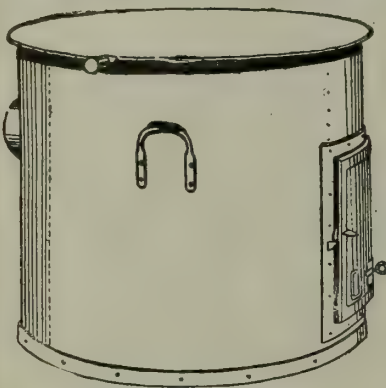
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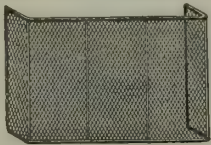
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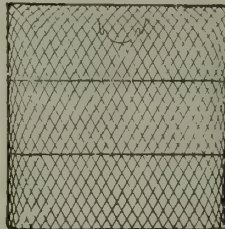
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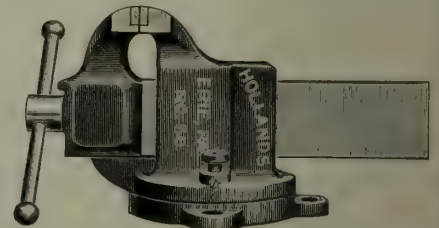
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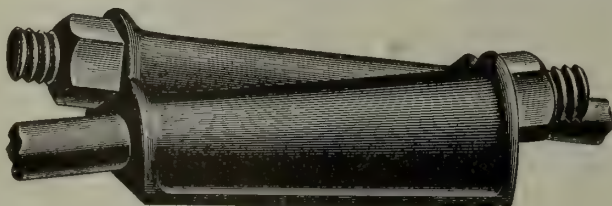
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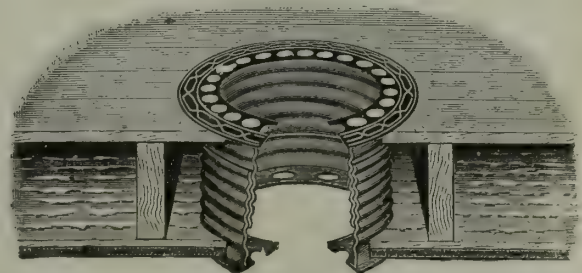
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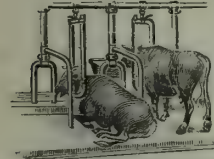
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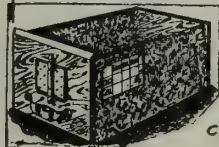
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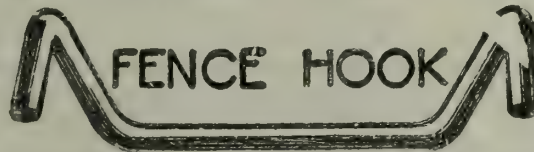
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Burns fifteen hours longer than others,
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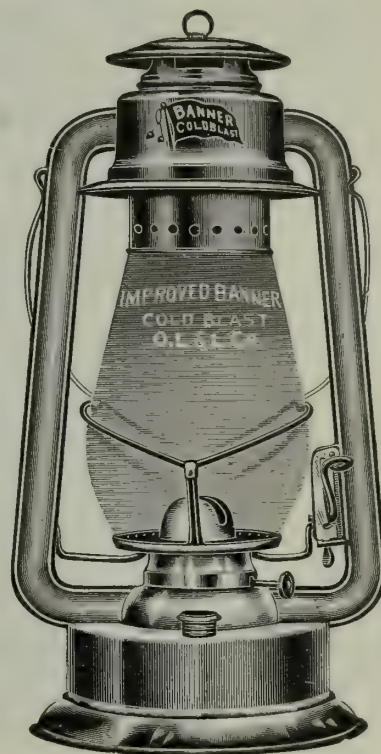
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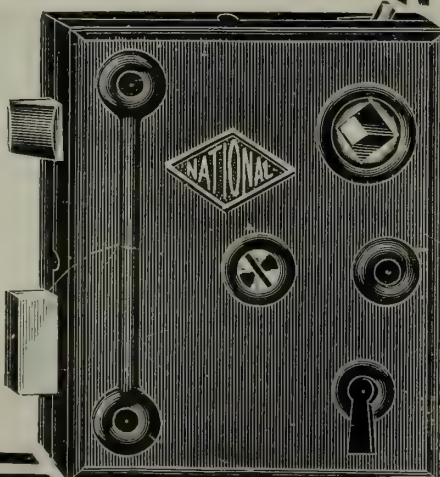
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Makes an
**IDEAL CUP
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It is beautifully finished and fitted with the new Monarch regulating lamp.

The Hygienic has no near

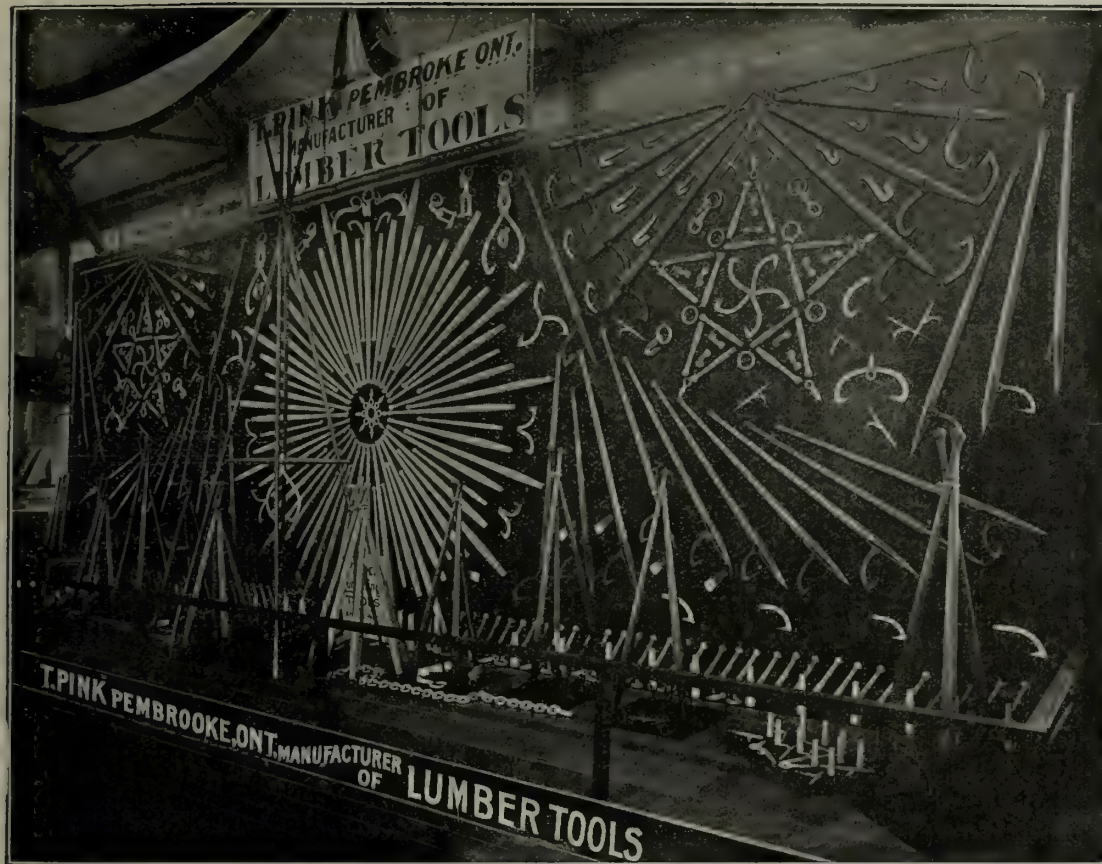
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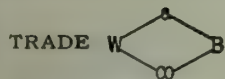
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Profitable Saws

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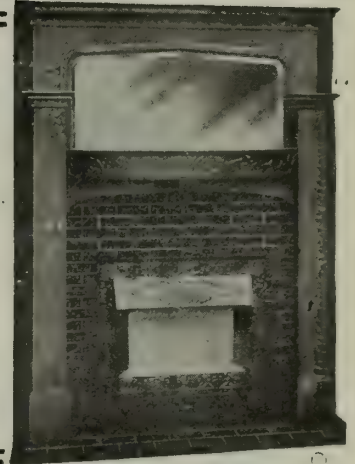
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With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor.

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"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.

Montreal, Dec. 4th, 1905

J. W. Harris Mfg. Co., Ltd.
Montreal, Que.

Gentlemen:

It pleases me to be in a position to state that the "Zephyr" Ventilator placed on my chimney is giving me the greatest satisfaction.

The smoke which we used to have in the house has completely disappeared, owing to the good work of your "Zephyr" Ventilator.

I remain, gentlemen,
Yours truly,

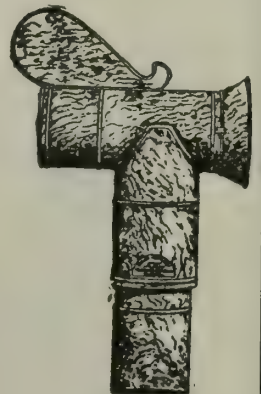
T. A. GAUTHIER.
128 St. Elizabeth St.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal





Increased Sales of "Ross" Rifles Will Follow the Wonderful Successes of Canadian Marksmen at Bisley

(Canadian Associated Press)

Bisley, Eng., July 22.—The greatest feat ever performed in the history of rifle shooting at Wimbledon, or Bisley, was that performed by Private Clifford, of the 10th Royal Grenadiers, Toronto, this afternoon. On Wednesday last the Canadian marksman won the second most valuable prize of the meeting, the Prince of Wales £100. To-day he added to it the blue ribbon of the meeting, the King's Prize of £250. Never before have these two rich prizes fallen to the same man.

The Bronze Medal awarded the leader at the end of the first stage was won this year by Corporal Trainor, of Toronto. Both marksmen used the Ross Rifle.

Dealers everywhere will see the wisdom of being prepared for increased and increasing sales.

THE ROSS RIFLE CO., Quebec, P.Q.

H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

BLACK DIAMOND ROOFING

No Retailer need have any scruples in recommending this roofing to his customers.

The quality is uniform, we make sure that each roll is as it should be before it leaves the factory.

It has stood the test of years and still maintains its reputation as a leader.

Look into this proposition, it will pay you to do so.

We also manufacture all kinds of wrapping paper.

Alex. McArthur & Co., Ltd.

82 McGill St., Montreal

F. J. COX, Winnipeg

Sole Agent for West

THE GOOD REPUTATION OF STILL'S SPECIAL HOCKEY STICK

is due to its reliability. It is made of second growth rock elm, is well seasoned, well balanced and splendidly finished. Good players demand it, as it is the most reliable and absolutely the best value in hockey sticks that money can buy.

Our other brands are:

"EMPIRE," inferior only to "Special." "IMPERIAL," a good all-round stick. "CHAMPION," the leading boys' stick.

WRITE US AT ONCE

J. H. Still Mfg. Co., Ltd.
ST. THOMAS ONTARIO

Stanley Tools

STANLEY CENTER PUNCHES, NAIL SETS and SCREW DRIVER BITS are oil tempered and fully guaranteed.

STANLEY EXTENSION BIT HOLDERS enable the user to bore through walls, floors, etc., where an ordinary bit will not reach. Will follow up a 3/4 inch bit.

STANLEY ADJUSTABLE BIT GAUGE will enable one to bore any number of holes to a given depth. Can be attached to any size of bit up to one inch.

STANLEY COUNTERSINKS are suitable for every variety of wood screws.

These are all salable tools and should be carried in stock of every hardware dealer. SEND FOR CATALOGUE.



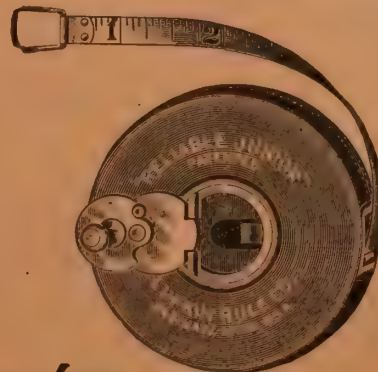
Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

LUFKIN Measuring Tapes

are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.



SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Est. 1868.

Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.
PHILADELPHIA

Twelve

Medals



Awarded

By JURORS at

**International Expositions
Special Prize**

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910



VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service,
nothing to equal them has
ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

Nitrate of Lead

**Best English Make
5 Cwt. Casks.**

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.


INSURE YOUR BUSINESS

against loss of customers and
profits because of goods of
inferior quality by ordering

STANLEY'S

WROUGHT STEEL

BUTTS and HINGES

THE GUARANTY  OF QUALITY

Stamped on the Goods
Printed on the Labels

THE STANLEY WORKS

NEW BRITAIN CONN. • U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE • • • MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg.
New York: 115 Broadway.

Toronto: 143-149 University Ave.
Chicago: 140 Dearborn St.

Winnipeg: 34 Royal Bank Bldg
London, Eng.: 88 Fleet St., E.C.

VOL. XX/II.

PUBLICATION OFFICE: TORONTO, OCTOBER 7, 1911

NO. 40



E. M. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

TRADE MARKS
THE MURRAY
THE INVICTA
EL DORADO
CAMBRIDGE & CO.
ENGLAND
SHEFFIELD

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

"REDCLIFFE" Corrugated Iron



Not Cheap Corrugated Iron, but
Good Iron at a Low Price.

John Lysaght, Limited
Makers

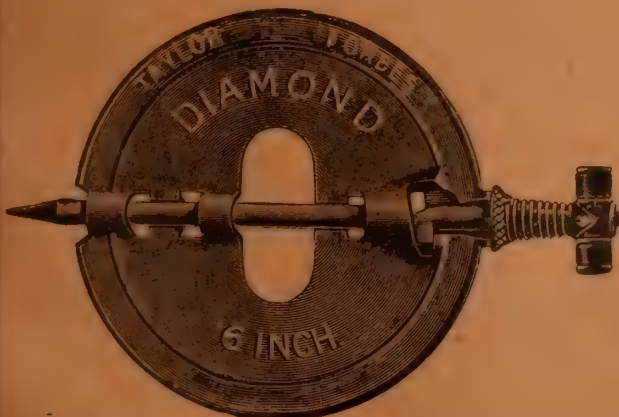
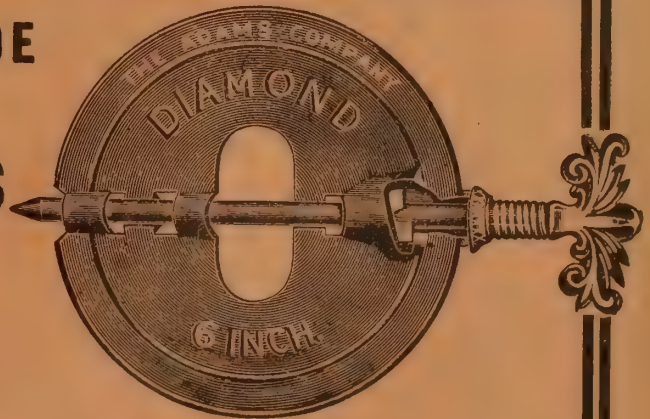
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal

Managers Canadian Branch

FURNISH YOUR STOVE TRADE WITH Diamond Dampers

They will prove to be a very profitable
line for you to handle, as they give a
satisfaction that will influence valuable
trade to your store.



These dampers are made of the most durable
metal and will fit any stovepipe. They are
made in styles to meet every requirement.

Send us your order now or write for large
illustrated catalogue which contains a num-
ber of quick selling specialties.

Taylor-Forbes Co., Ltd.
Guelph, - Ontario

REPRESENTED BY:—Taylor-Forbes Co., Ltd., 246 Craig St. W., Montreal;
H. G. Rogers—53½ Dock Street, St. John, N.B.; W. A. MacLennan—Van-
couver, B.C.; J. E. H. Rickaby—Victoria, B.C.; H. F. Moulden & Son—
Traveller's Bldg., Winnipeg; Canadian United Mfrs' Agency London, England.

Big Ben is coming to Canada!



Height 7 inches. Dial 4½ inches.
Rings steadily for 5 minutes, intermittently for 10.

Big Ben, the biggest alarm clock success that's ever been known in the United States is coming to Canada. And we are going to make him like it so well that he'll never want to come back.

We have now completed steps to introduce Big Ben to the Canadian trade on as extensive a scale as we did in the United States.

Beginning with September we will extend our campaign to all the leading Canadian publications and in order to enable Canadian dealers to get the maximum benefit from our advertising, we are packing Big Ben especially for the Canadian trade 6 in a carton with a full set of store selling helps, (Posters, Show Cards, Metal Signs.)

On an order for 12 he comes with a mahogany display stand. On an order for 24 you can have your name printed on dials, get the stand, the posters and a beautiful metal sign, lithographed in five colors.

His retail Canadian price has been fixed at \$3.00. You can sell him for more if you want, but you may not sell him for less.

Big Ben and his selling Helps are already carried in stock by 34 Canadian wholesalers. We shall be glad to let you have their names upon request.

In broken lots, \$2.20 less 5%. In lots of 24, \$2.10 less 5%. Dealers' names printed free on dials in lots of 24.

Western Clock Co.
La Salle, Illinois

WHEN A MAN COMES BACK TO BUY



Carborundum Sharpening STONES

It is pretty good evidence of their merit. Carborundum Sharpening Stones bring the repeat orders—they bring the consumer back to your store. The users of all edge tools is your market. There is a Carborundum Stone for them all—a stone that is sharper, quicker cutting and more durable than any other stones made or mined.

Let them know you are a Carborundum dealer. Put in a stock NOW. It will move—It will bring the profits. Do you know about our free display case offers—our co-operation-with-the-dealer-plan? Write us.

The Carborundum Company,

Niagara Falls, N.Y.

These Two “YANKEE” TOOLS

are Catching the Mechanics

Same tool as the popular No. 30, but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

**Quick Return
No. 130**



**“YANKEE”
Push Brace No. 75**

Bores $\frac{3}{8}$ " holes in any kind of wood in half the time of a Bit-Brace and does it easier. Drives and draws screws—takes all the small tools and works in close quarters where a Bit-Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the “Yankee” Spiral Driver. *These Are the Coming Tools.*

Better let your Jobber quote at once.

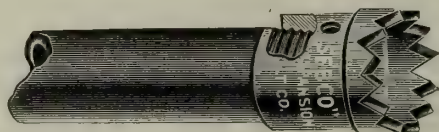
NORTH BROS. MFG. CO.

Philadelphia, Pa.

"SEBCO" DRILLS



None but the best grade of steel is used ;
tempered to meet every condition, and
finished as a good tool should be.



One piece of gas pipe will fit Six Different Sizes of
"SEBCO" Drill Heads

Have you ever stopped to think of the amount
of work—good, strong muscle work—is involved
every time you sell a drill? The man buying it
takes it out and starts pounding away, making a
hole in a brick or stone wall. It's pound—pound
—pound—using up loads of energy and dollars
of time.

Now isn't it up to you the next time he
comes around to give him a drill that you know
will make the hole quicker, cut out hundreds
of those "pounds" and some of the dollars of
time?

We leave it to you if you hadn't better send
an order to our nearest branch. Prices are
right.

STAR EXPANSION BOLT CO.

J. EDWARD OGDEN :: DISTRIBUTOR

28 Toronto Street, Toronto
1142 Homer Street, Vancouver

377 St. Paul Street, Montreal
147 Bannatyne Street, Winnipeg

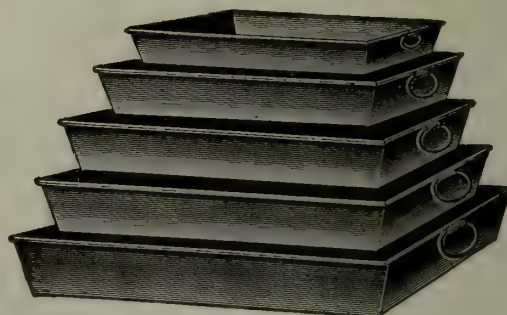
The S.M.P. Sheet Iron Ware

Seamless Drip Pans



Prices on
Application

A-1 Dripping Pans



Nos.	6	7	8	9	6	6½	7	8	8½	9
Inches	13½ x 8½	14½ x 9½	16 x 11	16½ x 11½	12½ x 9½	14 x 8½	14½ x 10½	16 x 11½	17½ x 9½	17½ x 12½

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

Disston Plastering Trowels

That Name
Any Tool is a very convincing
evidence of quality.

HENRY DISSTON & SONS
PHILADELPHIA, U.S.A.

are
UNEQUALLED

in
Quality---Efficiency---Durability

Made to meet the requirements of
practical users and have earned
the approval of Skilled Plas-
terers throughout Canada
and the United States.

They maintain the High Stan-
dard of Quality, Workmanship and
Efficiency which has won World-
wide Renown for Disston Brand
Goods for the past 71 years.

We are headquarters for Disston Goods.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

"F & W" Snow Shovels

ARE IN LARGE DEMAND AGAIN THIS

Season

"F & W"
Snow
Shovels
are superior
in *quality* and
workmanship to
any on the mar-
ket.

We make them in three styles,
namely:

No. 126—Railroad Snow Shovels

No. 127—Lumberman's Snow
Shovels.

No. 125—Household Snow Shovels

Place Your Orders Early

"F & W" Snow Shovels have always
been the favorites with the trade.

Order

a few for samples; you will soon
sell them and order more.

SATISFY YOUR
CUSTOMERS

Our stock of "Eclipse,"
"Victor," "King,"
"Prince" and
"Habitant" Snow Shovels
is very large

Write For Prices

We Ship Promptly.

Ask Our Travellers About this Line

We Ship Promptly.

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND IRON MERCHANTS



MONTREAL

CANADA



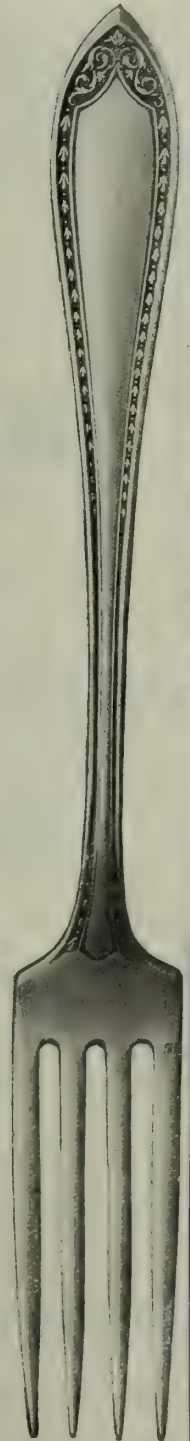
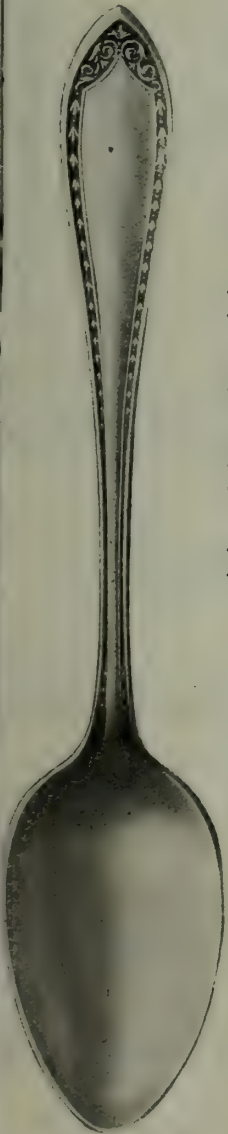
HARDWARE AND METAL

COMMUNITY SILVER

Gaverhill
Searmont
& Co.,

THE SHERATON

our latest design in
Community Silver,
is a masterpiece of
artistic designing. Simple
but exquisitely beautiful in
outline and ornamentation,
it rivals Sterling Silver in
distinction, and harmon-
izes perfectly with the
richest of table settings.



WHOLESALE DISTRIBUTORS

Gaverhill Searmont & Co

MONTREAL and WINNIPEG

The
Steel Company of Canada
Limited



M. R. M.
HORSE NAILS



*The Quality is Guaranteed by the use of
Best Swedish Steel Rods*

WOOD SCREWS, MACHINE SCREWS

Bar Iron Bar Steel

**Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods,
Horse Shoes, Wrought Pipe, Wire Field Fencing.**

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.



Send Us Your Order

We know you will be both pleased and satisfied with the prompt and careful attention your order will receive and that your shipment will be of the highest possible quality goes without saying. If you have not yet handled the "Samson" lines we will appreciate an inquiry from you which will enable us to give you the necessary information.

SAMSON READY ROOFING is one of the best sellers of to-day; let us have your order at once. Sell the "Samson" lines and make a good profit.

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE

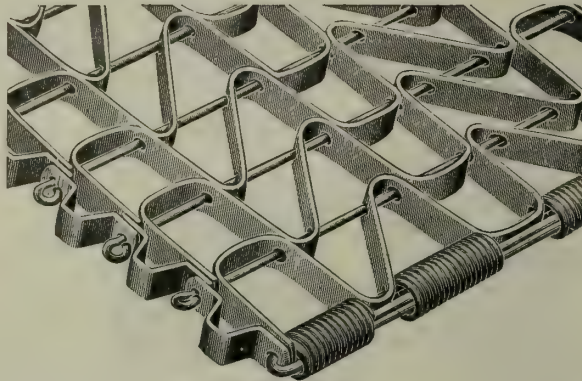
We Ship
Promptly.

TORONTO

Graham Nails are the Best.

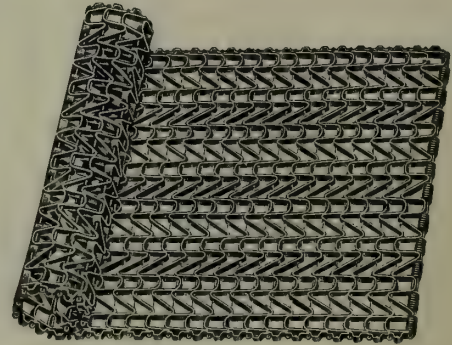
Our Prices
are Right

FLEXIBLE STEEL MATS



DOOR MATS.

No. 1—Size, 16 x 24	No. 5—Size, 30 x 48
" 2— " 18 x 30	" 6— " 36 x 48
" 3— " 22 x 36	" 7— " 36 x 54
" 4— " 26 x 48	" 8— " 36 x 60



ROLLS.

18, 34, 30, 36 in. wide, from 7 ft. to 100 ft. long.
SPECIAL SIZES
cut to fit oddly shaped spaces or cut out to make
room for posts or corners.

Built for wear, with Guarded Edges—that do not break down or fray out—
Rustless, Flexible, will roll up like a rug.

Send in your orders early—special value.

CANADA STEEL GOODS CO., Limited

HAMILTON

MANUFACTURERS

CANADA

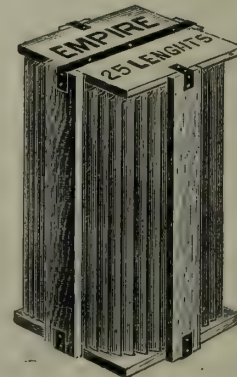
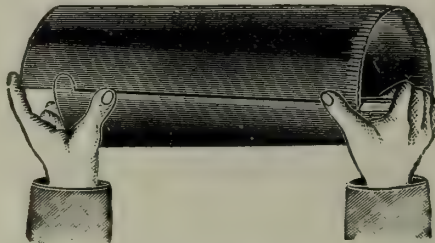
DAVIDSON'S "EMPIRE" STOVE PIPES

(IMPROVED PATENT)

SIMPLE AND EASY TO PUT TOGETHER.
THE ONLY TOOLS REQUIRED ARE A PAIR OF HANDS.
PIPES BEING CUT OUT WITH DIES. ENSURE
ABSOLUTE FIT AND CONFORMITY.

Deep swage prevents telescoping.

Sold as low as ordinary stove pipes.



Neatly packed
in strong crates of
25 lengths.

Secures lowest
possible
FREIGHT RATE
and
are specially coated
to prevent rust
in transit.

Made in Sizes 5, 6 and 7 inch

FIRE SHOVELS

HEAVY ENGLISH PATTERN

With Large Bowl and Open Socket Handle for
Wood Extension.

Two Sizes, No. 2 No. 3
Inches, 5 x 8½ x 17½. 5½ x 9½ x 18.



WRITE FOR PRICES

THE THOS. DAVIDSON MFG. COMPANY, LIMITED

MONTREAL

TORONTO

WINNIPEG



The Buyer for the Home

She believes in the merchant who does business on the Quality basis—in goods whose trade mark is backed and pushed by energetic advertising.

The "Wear Ever" trade mark means quality in cooking utensils.

Its prestige means to you not only pleased and profitable buyers of cooking utensils, but more trade on your other lines.

It helps to make your name synonymous with quality.

You should have "Wear Ever" advertising—magazine and dealer aid—working for You.

Write

The Northern Aluminum Co., Ltd.

Toronto, Ontario

Dept. H

Estd
1809

EVERED

&C^o
LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:

27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of
Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire
Mattresses.

Brass and Copper and Brass Cased
Tubes.

Rolled Brass and Copper.

Switch Gear.

CANADIAN TRAVELLING REPRESENTATIVE:

Geo. H. Saywell

-

Saskatoon

LOCAL REPRESENTATIVES:

H. A. WHITEHEAD, 86 WELLINGTON ST. WEST, TORONTO

THOS. CARLYLE, 177 WATER ST.,

WINNIPEG

ASK OUR SALESMEN TO WAIT UPON YOU.

Banner Stoves and Ranges



THE ART BANNER

The design and equipment of this range are the height of stove perfection. It is an entirely new range of the loose hearth pattern. It is the nattiest, neatest and cheapest range, when quality is considered, ever offered to the trade.

SPECIAL FEATURES

FLUES. Of a depth that insure quick operation.

OVEN. Large, square and well ventilated.

FIRE BOX. Large in size and well-proportioned.

GRATES. Duplex, for coal, of our latest improved design.

WOOD FIXTURES. This range is provided with a heavy, durable basket wood grate which is unequalled for wood burning requirements, and will take 24-inch wood.

NICKEL BANDS. Are all removable and of our most approved form.

Write for full information about this range, because we have the best proposition to offer in the stove line.

The Down Draft Furnace Co., Limited
GALT, :: :: :: :: ONTARIO, CANADA



The Light Gun that makes the Heavy Sales

If you can supply the "Tobin Simplex Guns" to your customers you will be in a position to corner the gun market in your locality.

It is simply a matter of keeping posted on the newest gun knowledge.

Sportsmen insist on having a gun that combines all the newest improvements with a light, strong, serviceable construction; and having seen the Tobin Guns, they are at once impressed by their superiority.

From the dealer's point of view, the Tobin Guns offer strong inducements. First—there is the gun itself. Strong in make, handsome in appearance, and most modern in design. It sells itself on its appearance. Only the best materials and most skilled workmanship are used and every gun is subjected to a rigid test before it is offered for sale.

Tobin

Simplex Guns

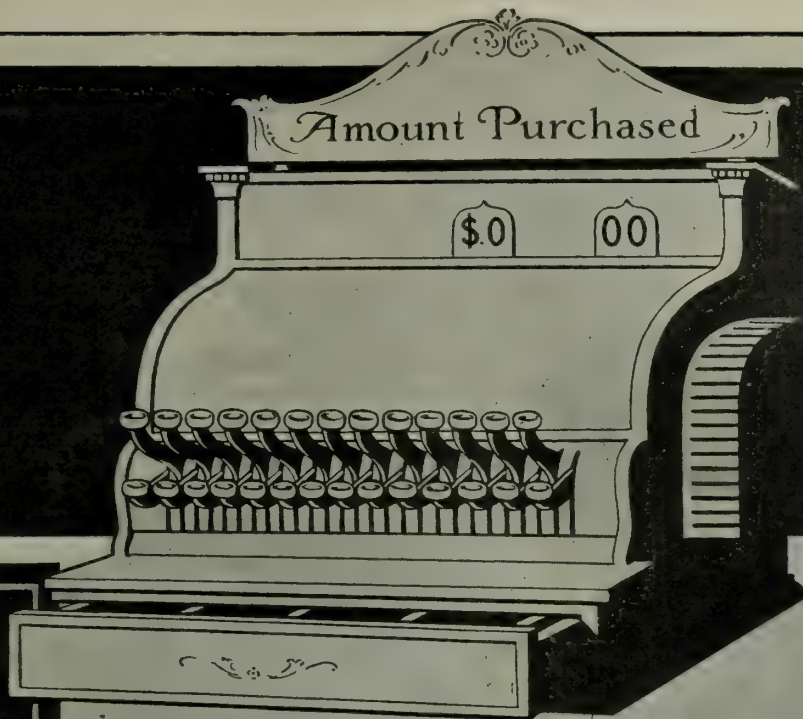
Then, again, our advertising has awakened public interest in Tobin Guns, and it requires no argument to prove that advertised goods are the goods that sell. The dealer who handles these guns has behind him the combined selling force of this publicity. It has made the name familiar and simplified the dealer's work to the mere details of showing the gun.

Finally—there is our money-back guarantee. Every Tobin Simplex Gun is guaranteed to

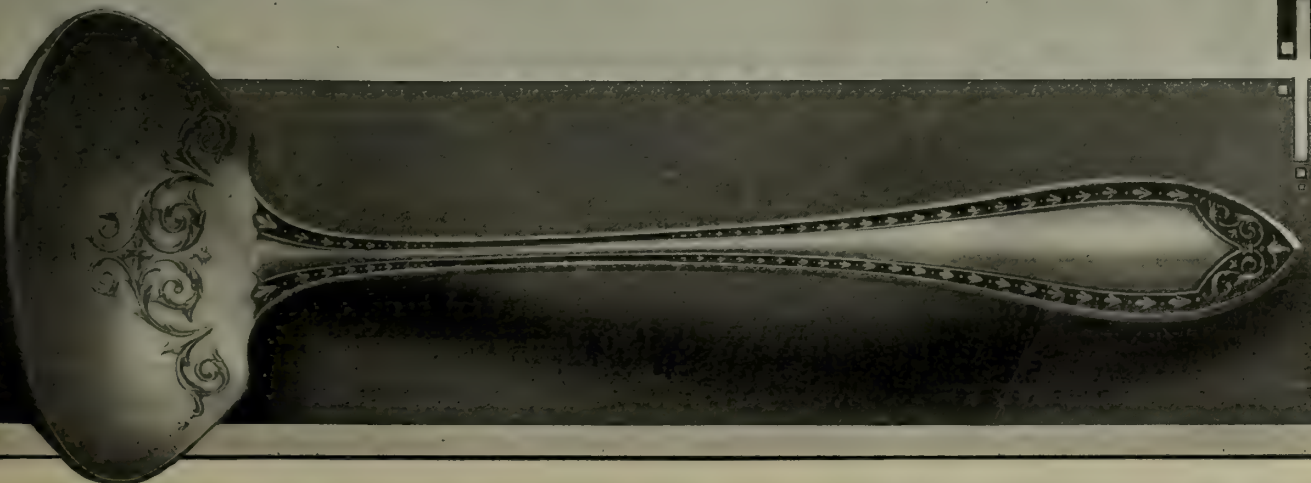
be perfect in material and workmanship and to give the buyer complete satisfaction or the purchase price is refunded. A gun sold under these conditions must be a good gun, and the dealer who sells it gains the confidence of his customers by associating himself with a product, the makers of which are ready to back up every claim made for it.

Write to-day for full particulars of the liberal terms we offer our agents.

The Tobin Arms Manufacturing Company, Limited
Woodstock, Ontario



I F you want to save wear on your cash register — *Don't* let people know that you carry — *COMMUNITY SILVER and RELIANCE PLATE*



Jewel Stoves and Ranges

Royal Jewel Steel Range The Range of Quality.



Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

STYLE R.F.

We also make a great variety of Cast Iron Ranges and Cooking Stoves, including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. The Grand Jewel Wood Cook Stove is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of Heating Stoves to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.



The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto and Winnipeg.

Western Customers please write for information and send orders to our Winnipeg Branch, No. 130 James Avenue.

Ladies' Aid Range

A Splendid Seller

The Ladies' Aid Range has the latest features in stove construction, it is handsome in the extreme, the beautiful nickelled parts and shapeliness of the range, combined with its up-to-date construction, make it a steady seller.



Are you familiar with these Ladies' Aid Features?

New Patented Direct Draft Damper, Special Ash and Dust Guard, Fuse Aluminum back-wall and flue-wall.

Removable Duplex Grate, Improved Expansion Top, etc.

The Ladies' Aid is constructed for piping at top or at the back, and thus giving full cooking top, and has four holes, tea pot stands and full Nickelled Trimmings.

Wouldn't this be a good proposition for you?

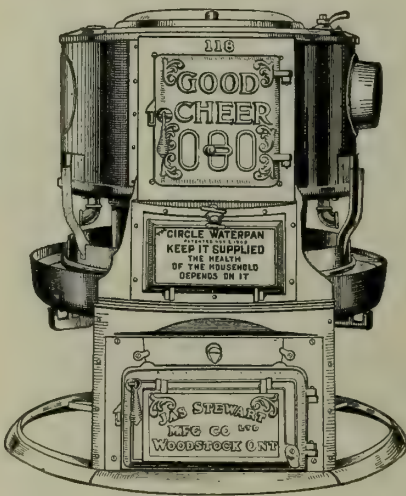
McClary's

LONDON TORONTO MONTREAL WINNIPEG
VANCOUVER ST. JOHN HAMILTON
CALGARY SASKATOON

You can well believe the good reports of the

“GOOD CHEER” WARM AIR FURNACE

(The Circle Waterpan Furnace)



For, to tell the truth, the results of the combination of the “Good Cheer” and our now famous Circle Waterpan have far exceeded even our own expectations. We knew that we were on the right road to the accomplishment of a more healthful and comfortable heat, but such a complete revolution in heating methods as has resulted through it was more than we looked for.

In comparison, ordinary furnace heat can only be classed as crude. Humidity is an essential, and the Circle Waterpan alone gives desired results. Beware of humidity claims based on makeshift contrivances. Good Cheer warmth is ideal and people are willing to pay the price for heat of this kind.

There's profit in this class of furnace work.

The James Stewart Manufacturing Co., Limited
WOODSTOCK, - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.

Distributing Agencies:

McLennan, McFeely & Co.,
Vancouver, B.C.

Wood, Vallance Hardware Co.,
Nelson, B.C.

Ross Bros., Limited,
Edmonton, Alta.

The Silverware of the Bride

Should be

The Heirlooms of the Future

Many times during the past half century has the mother given as a wedding present to her daughter the "1847 ROGERS BROS." Silverware that she herself used in early life.

What better proof of the actual value of

1847 ROGERS BROS.  **X S
TRIPLE**

Spoons, Forks, Knives, etc., is necessary ?



The FANEUIL

pattern illustrated here is Colonial in design, and has an expression of purity and beauty. It is the style of pattern that will be popular fifty years hence.

There are other "ROGERS," but there is only one

1847 ROGERS BROS.  **X S
TRIPLE**

Ware — the genuine and the best.

Sold by Leading Dealers everywhere. The others do not.



MERIDEN BRITANNIA CO.
HAMILTON, CANADA

It is Reputation that Sells Silverware

"1847 ROGERS BROS." is the most widely known brand of Silverplate. It has the confidence of the public; it is the standard to which other silverware is compared.


There are other ROGERS, and there are various makes of silverware, and there are imitations of "1847 ROGERS BROS." patterns. Remember the kind of silver that looks well on the show case but will not stand daily service is not a good kind to buy. Goods stamped

1847 ROGERS BROS.  **X S
TRIPLE**

are genuine and guaranteed. They are sold by **Leading** dealers everywhere. The others do not.



THE PRISCILLA

We hereby illustrate the "PRISCILLA" pattern in **1847 ROGERS BROS.**  **X S
TRIPLE** grade; one of our most popular patterns, pleasing, effective and good. The plain, graceful lines of the PRISCILLA pattern appeal particularly to those who enjoy simple elegance. There is a distinctive style to the PRISCILLA pattern which appeals to those of good taste. It is one of our best selling patterns, and it is

"Silver Plate that Wears"

MERIDEN BRITANNIA CO., HAMILTON, CANADA

We Are Setting the Pace for 1912



Reach



BASE BALL REQUISITES

Our co-operation with the "Reach" factory, by which they established their Canadian plant, means a saving of 25% to 33 $\frac{1}{3}$ % in most lines.

EACH PIECE JUST WHAT THE PLAYER WANTS. •

EACH PIECE FULLY GUARANTEED.

*Free modern advertising helps bring you the sales.
Restricted Retail Prices ensure fair selling conditions.*



THE Victor



HAMMOCKS

Every pattern new. : : :
Fine combination of colors. : :
Large selection of patterns. : :
Every retail demand suited. : :

TENNIS GOODS

Superb Racquets correctly designed.
Selected materials---perfectly finished.
Sources of pride and pleasure to the user.
Sources of satisfaction and profit to you.

EVERY COMPETITION DISTANCED

The Fancy Goods Company of Canada, Limited

156 FRONT STREET WEST

TORONTO

**Most
Stove Buyers
Open
Your Door
This
Month**

**Be
Ready
For
Them**



HERE ARE FOUR GOOD SELLING POINTS

that will send Gurney-Oxford stoves off your floor. When you handle the Gurney-Oxford line you don't "keep" stoves, you *sell* them, and here's why.

1. The patented Economizer is a one-lever device that accomplishes marvellous results. When you tell your customer that it saves 20% of coal; holds the fire for over a day; completely controls the range, and ventilates the kitchen, *she sets her mind on having that range.*
2. Another unfailing argument is the divided flue, which distributes the heat evenly around the oven, keeping it at the same heat *all over.*
3. The Reversible Grates allow the coal to burn to a fine white ash, giving clinkers no chance to accumulate.
4. The easily operated, lift-up hearth saves room and avoids dust.

Added to these are a host of other points, *and a complete selling plan*, such as no other Canadian stove concern can offer.

Just send us a postcard, "Please send stove catalogue and book on 'Sight Drafts on Success' as per Hardware and Metal ad."



The Gurney Foundry Co., Limited

TORONTO

Montreal

Hamilton

Winnipeg

Calgary

Vancouver



Put the FORD to this test.

Take an ordinary piece of wood, after starting the screw point, do not use any pressure on the brace. After the tip begins to cut, count the number of turns it requires to bore through the wood. Then do the same on the end grain of Hickory or any hard wood you wish.

Then—try any other Bit you may have in these same ways.

The result will prove our claim that the Ford is the fastest boring, smoothest working and most accurate boring bit yet produced. Give the FORD the above test.

and be convinced of its superiority

It is universally used by all progressive carpenters and electricians, and its almost phenomenal sale tells the story of its practicability for all kinds of work.

It bores almost twice as fast as the average bit in both hard and soft wood, wet or dry, or even frozen. It is unexcelled for the finest, fussiest work.

No clogging, no turning off—a knot can't stop it, it is accurate to the fraction of an inch. The FORD is imitated but not equalled.

Write for our free Catalogue E.

Ford Auger Bit Co.

HOLYOKE, MASS.

Makers of Auger Bits, Ship Augers, Car Bits and Boring Machines

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Oxford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

A few Reasons Why You Should Handle

PEASE ECONOMY ROUND HOT WATER BOILERS

They are built especially for basements with low ceilings—which gives them a wider demand.

They have Iron to Iron connections.

They have a large Centre Water Column.

They are set without rubber packing or washers.

They have large, powerful Direct Fire Surfaces.

They embody every modern improvement in boiler construction which is of real value either in adding to heating efficiency or reducing fuel consumption. As a result

ECONOMY BOILERS ARE EASY TO OPERATE AND ARE VERY ECONOMICAL

If you are a practical dealer, a perusal of our Booklet will convince you. Send for a copy to-day.

PEASE FOUNDRY COMPANY LIMITED

Toronto, :: Canada

PEASE-WALDON COMPANY LIMITED

Winnipeg, :: Canada

We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

50 per cent. Saving In Fuel

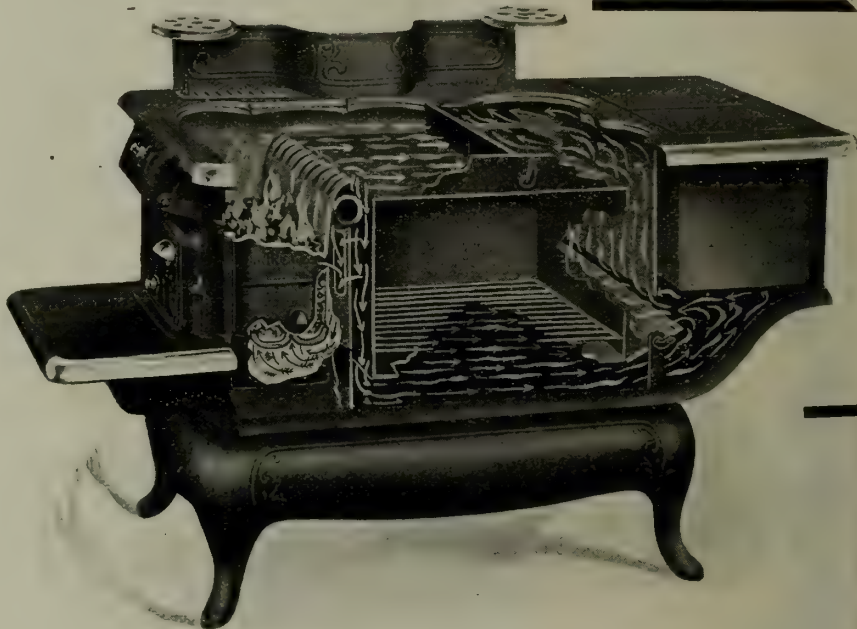
GUARANTEED

Mr. Hardwareman, when you buy from us you receive a written guarantee that this range will save 50 per cent. in fuel costs and give the best satisfaction that is possible.

Besides being an absolutely reliable and efficient range to your customers, it will bring you a large margin of profit and in time will greatly increase your trade.

It is made in steel and cast iron, and its construction is a marvel of simplicity and attractiveness.

Write at once for catalog and prices.



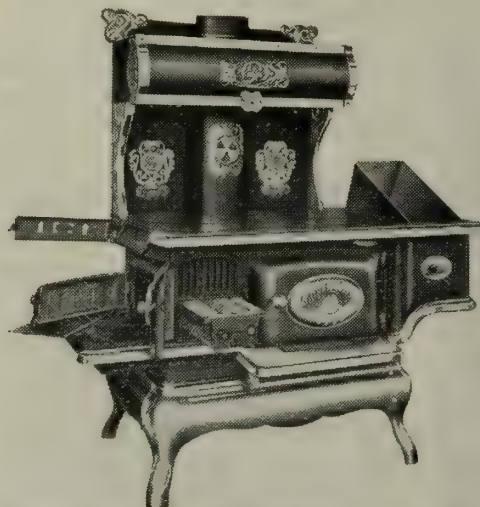
The Supreme Heating Co., Limited
Welland, Ontario

The Empire Queen Range

is so constructed that the heat is evenly distributed, thus insuring the most perfect results from the oven and from cooking holes at the same time.

The castings in the Empire Queen are very even, smooth, and well proportioned, adding greatly to the general appearance of the range.

Prospective buyers cannot overlook this range as it is very attractive and guaranteed to give absolute satisfaction.



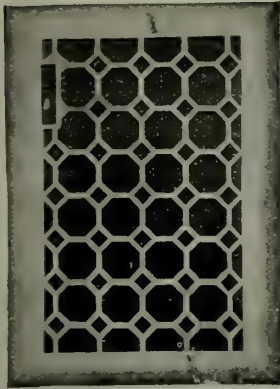
THE EMPIRE OAK

has a body that is made of heavily polished steel, mounted with a flange, forming a perfectly tight joint. It is an artistic and high-grade Oak that sells at a price that is within reach of everybody, leaving a large margin of profit for you.

Will burn either Wood or Coal.

The Canadian Heating & Ventilating Co.,
OWEN SOUND, ONT. **LIMITED**

AGENTS—Canada Stove & Furniture Co., Montreal, Que. Christie Bros., Ltd., Winnipeg, Man. M. C. Drew & Son, Vancouver, B. C.



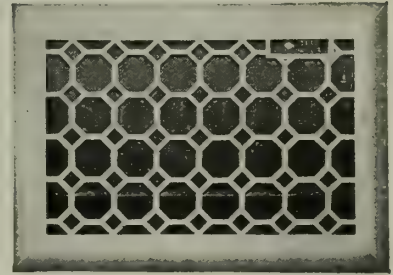
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

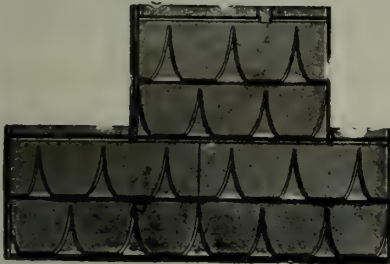
The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers,
Faces and Borders supplied
in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg
Ontario



"CROWN" PATENT STEEL SHINGLES

have won wide-spread and lasting favor because of their many superior qualities. Beauty, simplicity, durability--these are their salient characteristics. Absolutely storm-proof and water-tight. When put on according to directions, "CROWN" Patent Steel Shingles remain in perfect condition for years.

QUICK ESTIMATES ON SPECIAL JOBS.

Catalogue and Price Lists will be sent you upon request.

McFARLANE, DOUGLAS CO., Limited, 250-260 Slater Street, Ottawa, Ont.

This Stove Burns Stove Coal

**Quick in Action and Always
Under PERFECT Control.**

**The Cleanest, Safest and Most
Economical Base Burner.**

"Stove Size" Anthracite is better than "Chestnut" as it is purer coal, containing from 3 to 4 per cent. less slate and impurities. More pounds of real coal to the ton, burns better with less ashes, gives more heat units, holds fire longer and burns slower.

The "RADIANT HOME" is the only Base Burner specially constructed for burning "Stove" coal.

**The LEAST FUEL.
The MOST SATISFACTION.**

The
"Radiant
Home"

**SAMPLE ORDER
SOLICITED**

Constructed at the request of the Anthracite Coal Mining Companies and endorsed and recommended by

The Canadian Retail Coal Association.
The Susquehanna Coal Co.
Lehigh Valley Coal Co.
Del., Lack, and Western Coal Co.
Phila. and Reading Coal and Iron Co.
Dickson and Eddy.

This style made in two sizes, Nos. 60 and 70, but for Chestnut Coal we still make Nos. 4, 5, 6 and 7.



The William Buck

Brantford Montreal Winnipeg

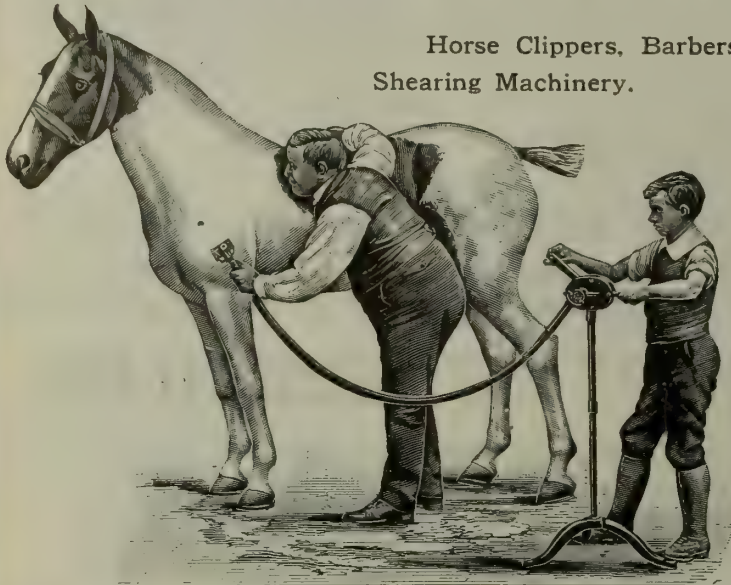
Stove Co., Limited

Calgary Saskatoon Vancouver

FIRST IN QUALITY

Burman's British Clippers

Horse Clippers, Barbers' Clippers, Power Horse Clippers, and Sheep Shearing Machinery.



We make nothing but clippers, that is our specialty, and we make them as good as it is possible to do.

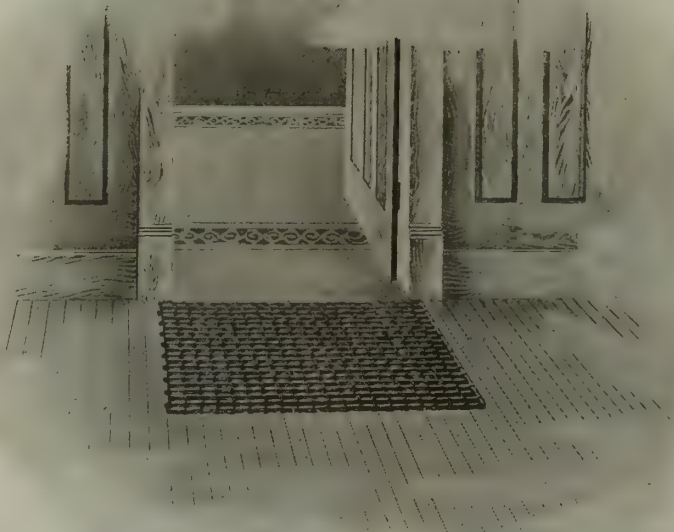
Clippers and all parts supplied promptly from stock in Montreal.

All clippers are fully guaranteed to give perfect satisfaction and to last longer than any other clipper made.

Write for our catalogue to-day.

B. & S. H. THOMPSON & CO., Limited, : : MONTREAL
SOLE AGENTS FOR CANADA

Premier Flexible Steel Mat



is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 feet to 100 feet. Special mats made to order on short notice.

The Schultz Manufacturing Company, Limited
HAMILTON, CANADA



CORRUGATED IRON and METALLIC SIDINGS



THESE ARE LINES
GREATLY IN DEMAND
FOR THE FALL
"FIXING-UP" OF HOUSES,
STABLES, ETC.

BE READY FOR THIS
BUSINESS WITH OUR
CATALOGUE AND PRICE
LIST HANDY.



RELIABLE GOODS. PROMPT SHIPMENT. RIGHT PRICES.

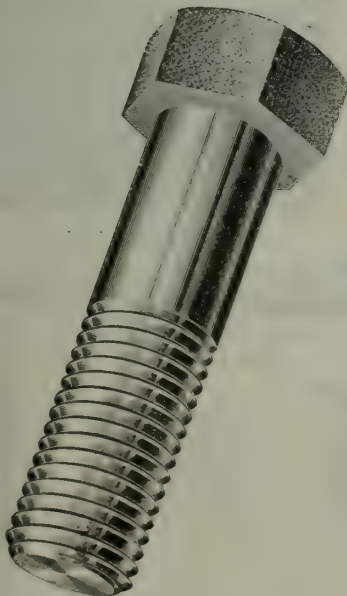
THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

(43)



PREFERRED PRODUCT

That Acme Screws and Parts are right is best evidenced by the fact that we turn out millions of parts each year for manufacturers. Their continued patronage for first grade products places us in a position to quote quickly and reasonably on all kinds of products milled from the solid bar of Brass, Steel and Iron.

We carry a complete line of all standard Cap and Set Screws in "V" or U.S. Threads. Special parts are duplicated exactly to your samples or specifications. An illustrated catalog of our product will be sent upon request.



THE NATIONAL-ACME MANUFACTURING COMPANY,
CLEVELAND, OHIO - MONTREAL, QUEBEC

Branch Offices—NEW YORK, BOSTON, CHICAGO, DETROIT, ATLANTA
Warehouses—NEW YORK, CHICAGO, Factories—CLEVELAND, MONTREAL





Light--But Very Strong

are the two features which are most desirable in chains and which are most prominent in

Greening Cow Ties

and cattle chains. Every link will bear the greatest possible strain that can be put on it without separating or stretching.

Greening Chain is made of hard drawn steel wire which gives the maximum strength for its weight.

B. GREENING WIRE CO.
Hamilton, Ont. Montreal, Que.



WRITE FOR CATALOGUE

GREENING COW TIES
ARE MADE IN SIX DIFFERENT STYLES AND
SIX SIZES



Armstrong Ratchets

The Best and Most Complete Line Made
Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.

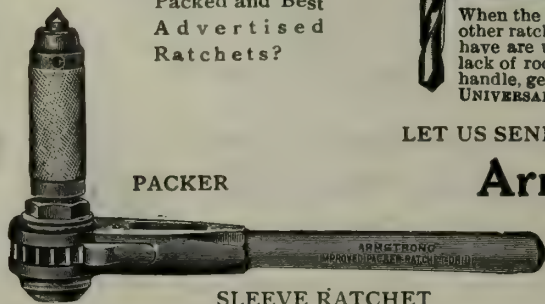


SHORT RATCHET
For Morse Taper.

UNIVERSAL RATCHET

DEALERS!

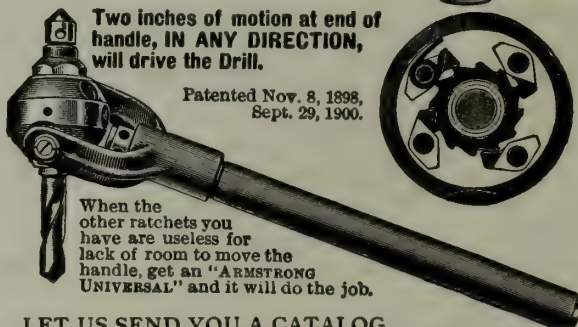
Do you want the
Best Made, Best
Packed and Best
Advertised
Ratchets?



PACKER

SLEEVE RATCHET

Each Ratchet
is packed in a
Cardboard Box.



Two inches of motion at end of
handle, IN ANY DIRECTION,
will drive the Drill.

Patented Nov. 8, 1898,
Sept. 29, 1900.

When the
other ratchets you
have are useless for
lack of room to move the
handle, get an "ARMSTRONG
UNIVERSAL" and it will do the job.

LET US SEND YOU A CATALOG

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.



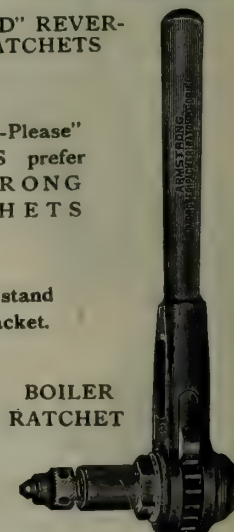
OUR NEW LINE



"STANDARD" REVER-
SIBLE RATCHETS

"Hard-to-Please"
USERS prefer
ARMSTRONG
RATCHETS

They stand
the racket.



BOILER
RATCHET

Industrial Products Blue Book —Buyers' Guide

Mr. Hardware Merchant—

SOME OF YOU

Have been regular subscribers to this book for 18 years.

SOME OF YOU

Have bought it as soon as off the press at Five Dollars per Copy.

OTHERS OF YOU

Have bought it a year after publication at a reduced price.

BUT NONE OF YOU

Ever bought a copy at less than Five Dollars within one year after it was bound up.

NOW YOU

CAN GET IT THIS MONTH, fresh from the press, at 40% off. Net - - - **\$3.00**

DELIVERED EXPRESS CHARGES PREPAID

P.S.—Cloth Bound, 576 pages. 176 pages of Cross Indexed Articles, being 170 more such pages than any other publication in Canada.

Manufacturers' Products List Co.
MONTREAL



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co., Limited
AYLMER, :: ONTARIO

WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY

ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

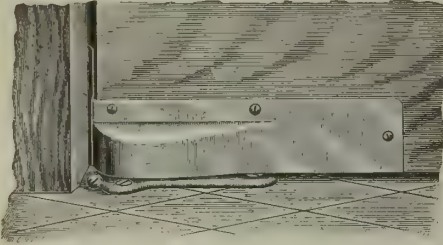
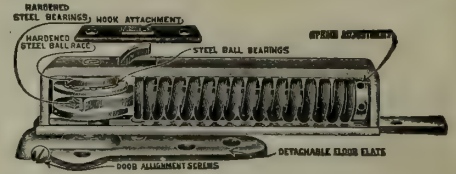
There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don't wait.

WRITE FOR PARTICULARS TO
MacLean Publishing Co., 143-149 University Ave., Toronto, Can.

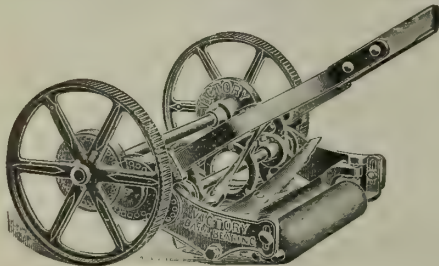
ASK US WHY

If you want to know more about "STANDARD"
DOUBLE ACTING
SPRING FLOOR



HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

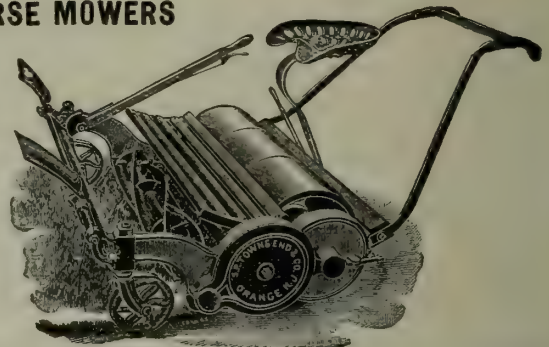


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog
S. P. Townsend & Co.
ORANGE, N. J.

Sell ceilings for large profits

We are hammering the PRESTON Steel Ceiling idea into the public mind these days by a strong series of newspaper ads.

The result will be reflected in inquiries that will come to you. Are you ready to handle these inquiries and nurse them into orders?

The profits on PRESTON Steel Ceilings are large, and—as a side issue—you will most likely land the paint order that has to be given when PRESTON Steel Ceilings are to be used.

Have you on file our Catalogue No. 24 and our trade price list 48?

BELT PERFECTION



**Stitched Cotton
Duck Belting
Makes Business**

TRADE COMES WITH CONFIDENCE. WHY?

Because "MAPLE LEAF" costs much less than leather, rubber or Balata belting, is stronger and more efficient, and its durability has been thoroughly demonstrated

We give the dealers every help possible in securing and holding belting business.

DOMINION BELTING CO.
LIMITED

HAMILTON

CANADA

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

Canadian Leaders in Dry Cells

COLUMBIA



There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless

telegraph outfits, and numerous other things

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

When once used these will be always used.

For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.

Nicholson-made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

In Canada these are the well-known factory brands made by the Nicholson File Company:—

“AMERICAN”
“EAGLE”

“ARCADE”
“McLELLAN”

“GREAT WESTERN”
“KEARNEY & FOOT”

“GLOBE”
“J. B. SMITH”

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

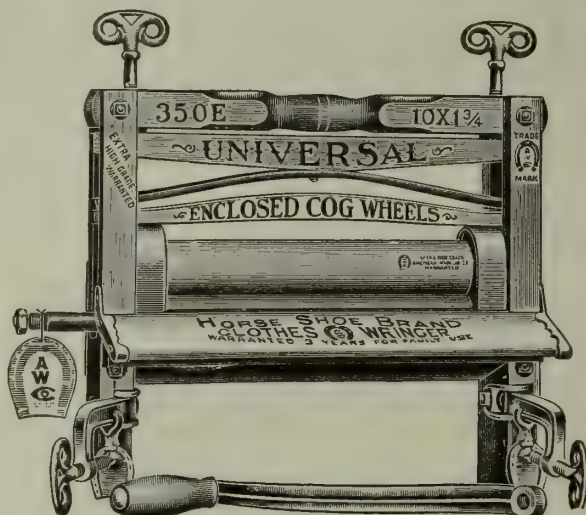
YOUR JOBBER KNOWS!

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.

Horse-Shoe Brand Wringers

All Styles and Sizes for
Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1 3/4 in.
No. 351E	No. 381E	11 x 1 3/4 in.

Hardware Merchants are invited to
send for Catalog No. 9.

The American Wringer Co., New York

EXECUTORS' SALE

A hardware business, located in the heart of a progressive town on the main line of the C.N.R., in Saskatchewan, without opposition, is offered for sale as a going concern. The town in question is in one of the best wheat districts in the province and has a flour mill and four elevators. The property consists of stock in trade amounting at present to only about \$5,000.00, real estate 62 1/2 ft. by 120 ft., with store and warehouse 28 ft. by 70 ft., and tinshop 12 1/2 ft. by 30 ft. The turnover of the business is between \$15,000.00 and \$20,000.00 annually. Inspection and offers are invited.

For information apply to Chas. M. Camroux (on the premises) at Langham, Sask., or to

ACHESON & MORTON,
Solicitors, etc.,
Saskatoon, Sask.

When writing advertisers kindly mention having seen the advertisement in this paper.

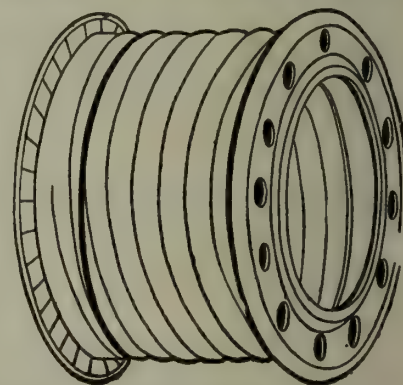
IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

ERNEST STEVENS LIMITED, STOUR WORKS, CRADLEY HEATH, ENGLAND
MANUFACTURERS OF

"Judge



Brand"



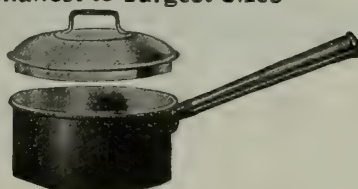
ENAMELLED, TINNED,
GALVANIZED, JAPANNED
and BURNISHED

WROUGHT STEEL HOLLOW-WARE

From Smallest to Largest Sizes



ABSOLUTELY UNBREAKABLE



FIRST-CLASS QUALITY
AND FINISH

Small orders can be enclosed to
Montreal.

SOLE CANADIAN REPRESENTATIVE:

JAMES A. HENDERSON, Metals and Hardware, 234 Board of Trade Building, Montreal,
where a full range of our samples may be seen. Illustrated catalogues may be obtained
on application with prices and discounts, duty unpaid and duty paid.

**New Idea No. 17
Trowel of Quality**

Wider Heel



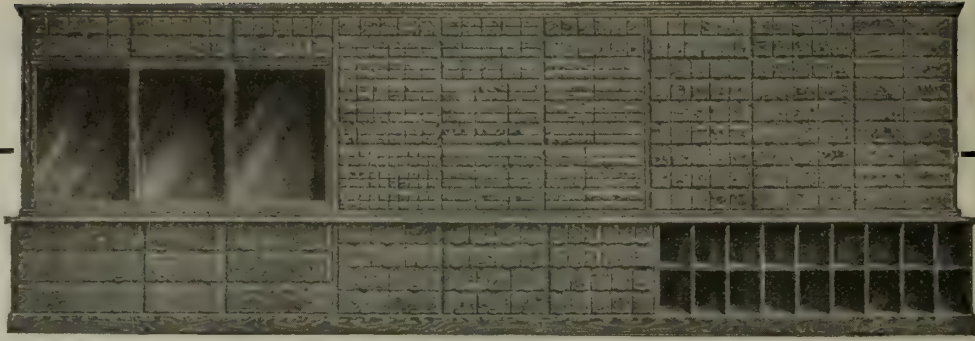
Hang is Perfect

Send for Catalogue

Marshalltown Trowel Co.

MARSHALLTOWN, IOWA

HARDWARE AND METAL



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving

and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



Remember that our Pipe, Eavetrough, Valleys and Ridge Roll are all made the same the year around, and whatever you order to-day will fit the goods you may order a year hence.

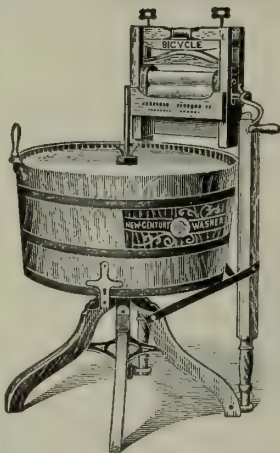
Write us for quotations for Corrugated Iron.

WHEELER & BAIN

THE QUICK SHIPPERS

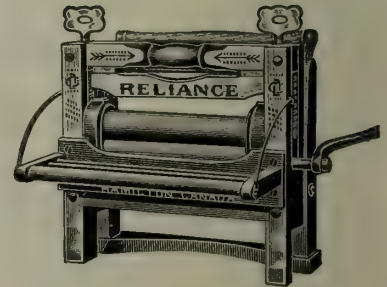
TORONTO

CANADA



The Real Thing in Household Labor-Savers

There has never been a time since Washing Machines and Clothes Wringers have been on the market that **NEW CENTURY WASHERS** and **ARROW BRAND CLOTHES WRINGERS** were not the Most Satisfactory Machines to Sell.



Repeat orders and increasing sales prove it.

Agents: W. L. Haldimand & Son, Montreal, Quebec
H. F. Moulden & Son, Winnipeg, Manitoba

Cummer-Dowswell, Ltd., Hamilton, Ont.



Salem



Kingston



Morrow



Turenne



Irwin



Avon



Stratton

"New Designs"

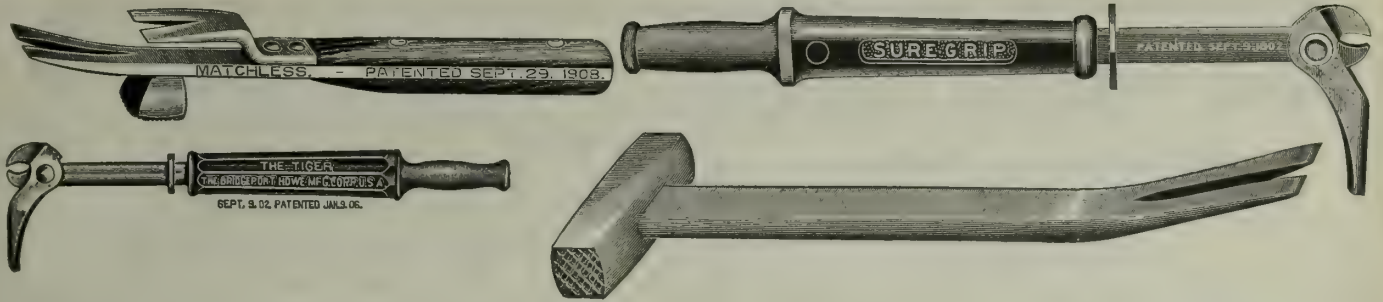
Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH

ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA



Write us for CIRCULARS,
CATALOG,
PRICES.

The Bridgeport Hardware Mfg. Corp.
BRIDGEPORT, CONN., U.S.A.



Peerless Freezer
Sold Everywhere
Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three
Minutes. Advertising Claims Proven in
the Use.

THE DANA MFG. CO., CINCINNATI, O.



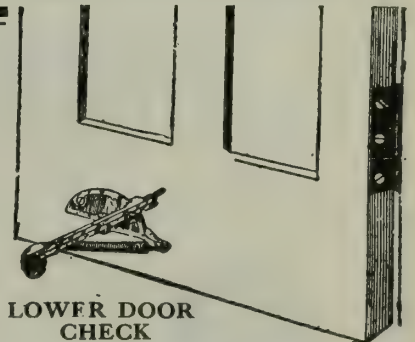
Dana Mop Wringer
takes a woman
off her knees



Dana
Food Chopper

Good Profits and Guaranteed Satisfaction in The "LE PAGE" Patent OIL DOOR CHECK and SPRING

This Door Check is the only one made without packing in its
working, which assures absolute freedom from packing friction.



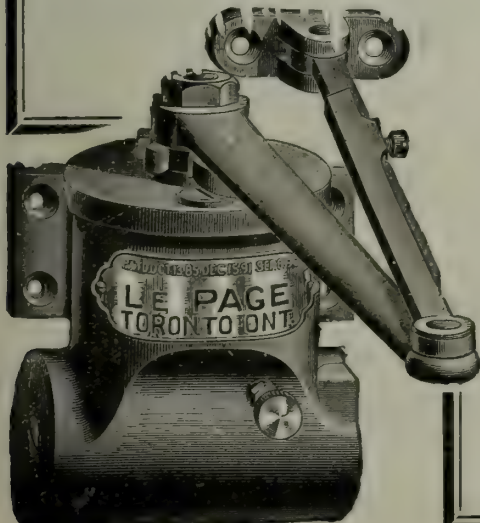
LOWER DOOR
CHECK

Slamming is impossible with this check as it has oil in its
spring cup that forms a cushion which keeps the door under
perfect control and allows it to close quietly.

This Door Check is used exclusively in Toronto public
schools, Simpson's, Eaton's, etc., and is giving absolute
satisfaction.

The "Le Page" Door Check is guaranteed to give satisfaction.

WRITE FOR PRICE LIST AND PARTICULARS.



WM. KEATING

266 MACDONALD AVE.

TORONTO

West India Co., Limited

305 St. Nicholas Building
MONTREAL

THE CANADIAN HOUSE OF

Sandbach, Tinne & Co.
3 Cook St., LIVERPOOL
(Established 1805)

Sandbach, Parker & Co.
DEMERARA
(Established 1782)



Our Liverpool house has a special knowledge of the Hardware and Metal markets in Great Britain and Continent, having been large buyers for very many years.

They solicit enquiries from Canadian merchants and offer their services as buying agents on moderate terms.

They will have a special representative at our office in Montreal for the next few months, who will be ready to give any information required. References given and required.

If you want to get to rock bottom sources of supply, please give them a trial, and we feel certain you will be satisfied with result.

WEST INDIA CO., Limited

"ATLAS" BRAND

EMERY CLOTH & PAPER

FLINT PAPER

GARNET PAPER

IN REAMS AND ROLLS

CORN and FLOUR EMERY

(ABSOLUTELY PURE)

In 10lb. Packages and Casks.

KNIFE BOARDS

"FLORA" KNIFE POLISH

ALL SIZE PACKAGES

ASK FOR "ATLAS" BRAND

SOLD BY ALL JOBBERS

The London Emery Works Co.

LONDON, ENG.

SOLE CANADIAN AGENT

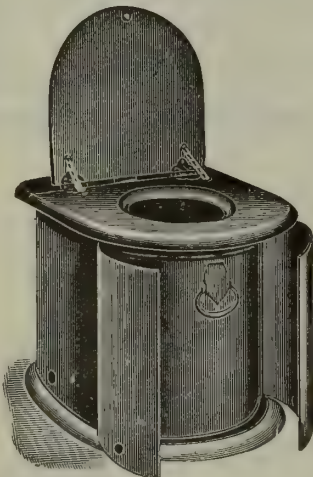
W. FRANK MURPHY

55 ST. FRANCOIS XAVIER ST.

MONTREAL, CAN.

The Red Cross Sanitary Closets

The Closet That Needs
No Water or Sewerage

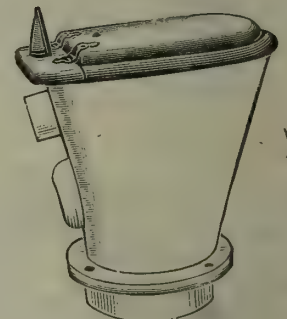


Can be installed in

1. Basement
2. Bedroom
3. Bathroom

No home or school complete
without them.

No expensive plumbing.
Perfectly Odorless.



WRITE FOR CATALOGUE OF OUR SYSTEMS

1 CABINET

2 BOWL

RED CROSS SANITARY APPLIANCE COMPANY

Phone 191

GRIMSBY, ONT.

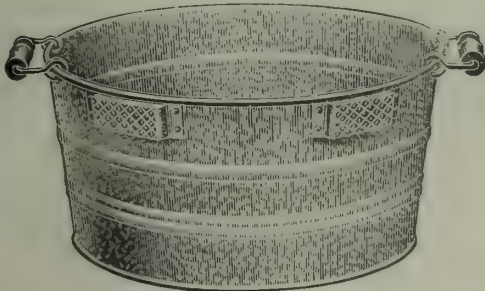
QUALITY COUNTS

In the selection of the goods which you intend to offer to your customers, the question of QUALITY is paramount.

Purchasers naturally desire the best value for their money, and will go where they can get it.

Are You Prepared to Benefit by This?

A GLANCE AT YOUR STOCK WILL TELL YOU.

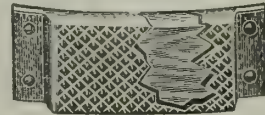


If it does not include a supply of our GALVANIZED TUBS with solid wood-filled wringer attachments, your standard of these staple kitchen articles is not of the highest.

Our Galvanized Tubs are the right shape, right quality and right price. Large wooden handles.

The Wringer Attachment

To give a firm support for the wringer and to reinforce this part of the tub which is liable to buckle from the weight of the wringer, the wringer attachments on our tubs are lined with



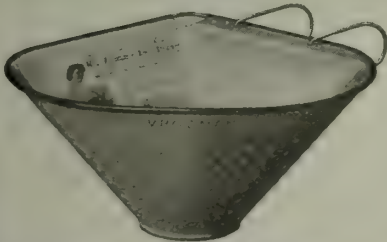
wooden blocks, making them solid and firm. This feature alone, irrespective of the other manifold advantages of our tub, makes it the best value in this line of goods produced on the continent.

E. T. WRIGHT & CO. - Hamilton, Canada

Winnipeg distributing agents—Merrick-Anderson Co., Winnipeg, Man.
Vancouver distributing agents—Macpherson & Teetzel, Vancouver, B.C.

Winnipeg agents—W. Reynolds & Co., Winnipeg, Manitoba.
Toronto agent—F. B. Wilson, 33 Maitland St., Toronto, Ont.

Sell Our Reliable KITCHENWARE And Secure PERMANENT CUSTOMERS.

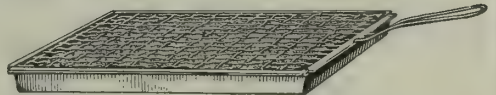


Mr. Dealer, we started business with ONE satisfied customer—now we have THOUSANDS.

Our great success has been due to the manufacture of quality goods—goods that are neatly designed and constructed for durability and convenience.

YOUR business will also increase if you give our line a boost in your vicinity.

Write for catalogue on kitchenware and other household necessities.



Andrews Wire Works of Canada, Ltd., WATFORD, ONT.
ROCKFORD, ILL.

Ball Bats

Ball Bats

Place your orders for next Season.

Samples are now ready.

Equal to best American make

WRITE FOR PRICES—JUST ISSUED—TO THE

ST. MARY'S WOOD SPECIALTY COMPANY

Ball Bats

Ball Bats

Ball Bats

Ball Bats

Asbestos Furnace Cement and Oil Stove Putty

The hot-
ter the
fire the
more
perfect
the joint



Heat re-
sisting
quali-
ties are
greater
than the
iron it-
self-

Every hardwareman who has used Asbestos Furnace Cement and Oil Stove Putty, recommends them as the most durable and most reliable that money can buy.

They are absolutely guaranteed to be just as we claim.

WRITE AT ONCE FOR PRICES.

G. F. STERNE & SONS
BRANTFORD, ONTARIO

Phenix Hangers and Fasteners



Are live stock for the up-to-date dealer, because they solve the sash problem in the most natural and efficient way, and because house owners are becoming more and more to realize it.

You can retail the hanger at 10c, and the hangers and fasteners at 15c. and 25c. That's for one window in one house. Figure the number of windows in all your customers' houses, they are all prospects. Ask for particulars. Stock Phenix Hangers and Fasteners, push them, it pays.

PHENIX MANUFACTURING COMPANY
330 Center St., MILWAUKEE, WIS.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN
THIS PAPER

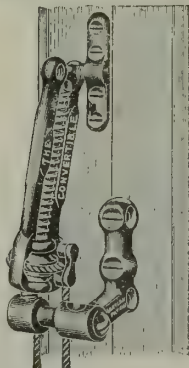
JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER



Simple

Effective

Compact

1796 IRON

$\frac{3}{8}$ screw 4/-
 $\frac{1}{2}$ " 6/6

1795 BRASS

$\frac{3}{8}$ screw 5/6
 $\frac{1}{2}$ " 8/6

1797 GUN METAL

$\frac{3}{8}$ screw 6/6
 $\frac{1}{2}$ " 10/6
each.

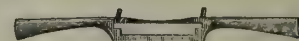
Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable,
and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.



"KANGAROO" Brand Tools

Before buying your next stock of tools send for our lists and prices and see the attractive terms we can offer you.

"Kangaroos" are widely known as THE best tools. They will satisfy your most particular customer.

There's a "Kangaroo" for almost every trade. Mr. Saywell has a full line of samples.

This Trade Mark
that the tool is the



on a tool is proof
best possible.

ROBERT SORBY & CO., Ltd.

SHEFFIELD .: ENGLAND

Canadian Representative:

G. H. SAYWELL, SASKATOON

"A BUSINESS GETTER"

Princess Carts Fit for the Child of a King. Carts on which we use our New Automobile Top, which will clinch a sale for you nine times out of ten, and will do away with the competition which you are no doubt having. Let us ship you a sample order.

IMMEDIATE SHIPMENTS

GODERICH WHEEL RIGS LTD., GODERICH, CAN.



The "PARKER" Improved Quick-Action Swivel Vise

is made of a special blending of steel and best iron, which adds materially to the life of the tool.

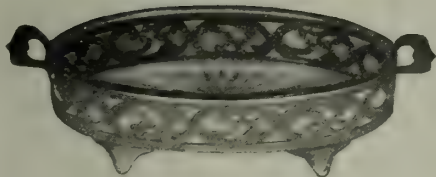
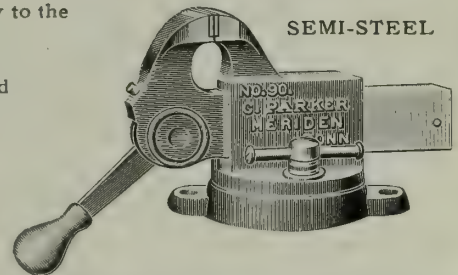
It is efficient, quick-working and convenient.

By one motion of either right or left hand any piece of work can be grasped with certainty.

Only high-grade workmen are employed in the manufacture of this vise, and all parts are interchangeable.

Write for our New Illustrated Catalog

The Charles Parker Co., Meriden, Conn., U.S.A.



THE DEMAND FOR

"Silverware That Sells"

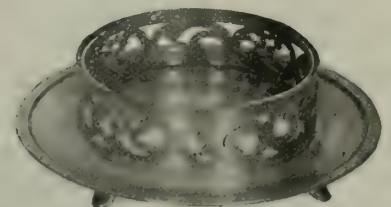
is increasing so rapidly that with all our facilities, we have to do our very utmost to cope with the orders.

AN OPPORTUNITY TO GET A SHARE in the SILVERWARE SALES OF THIS SEASON is offered by our special line of neat, useful and inexpensive articles for the table, as illustrations.



Save disappointment to yourself and to us BY GETTING IN YOUR ORDER NOW. Late Orders will suffer delay during the rush of the coming month.

The Great Variety will Help You to Make a Selection
Selling at Attractive Prices
Netting a Good Profit at No Risk or Expense to You

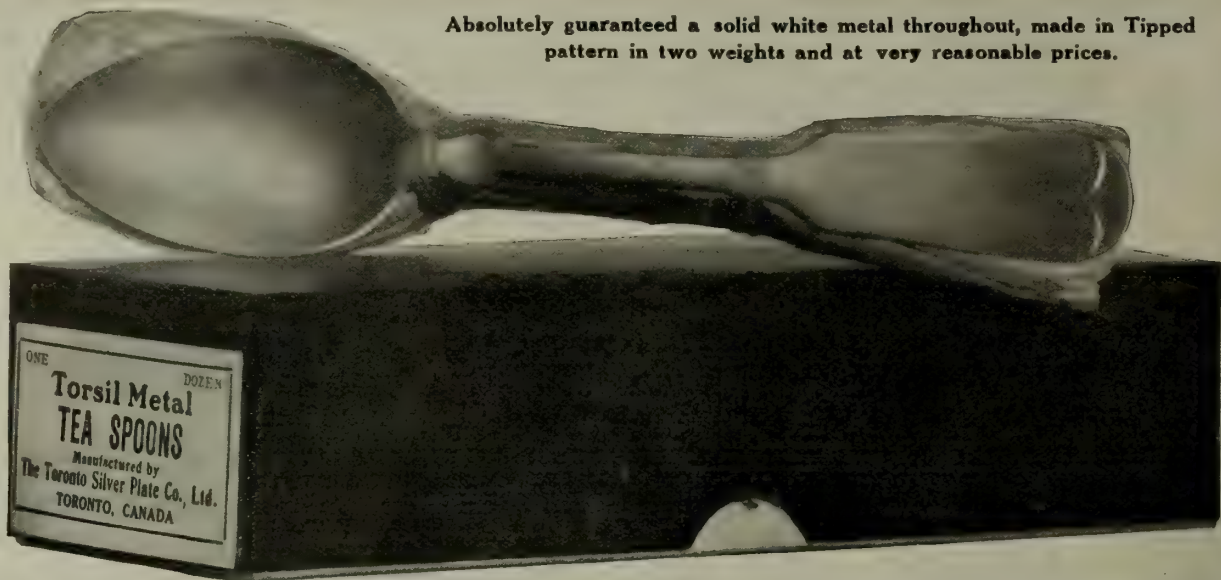


They constitute an exceedingly profitable sideline for any store. Let our representative show you a line of good sellers and get convinced.

Every article manufactured guaranteed by

STANDARD SILVER CO. OF TORONTO, Limited, 33-41 Hayter Street
TORONTO

Absolutely guaranteed a solid white metal throughout, made in Tipped pattern in two weights and at very reasonable prices.



MYERS PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARN DOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER ONTARIO

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - - - - - Montreal

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, O. t.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND



THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

When writing advertisers kindly mention having seen the advertisement in this paper.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

SEYMOUR SHEARS

The Standard for nearly a century

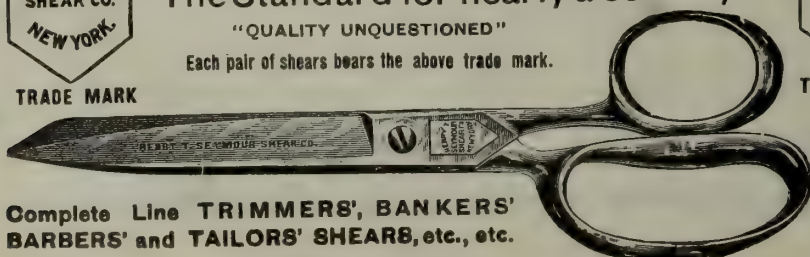
"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.



TRADE MARK

TRADE MARK



Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

Latest catalog will be sent in exchange for your business card.

HENRY T. SEYMOUR SHEAR COMPANY WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

When writing advertisers kindly mention having seen the advertisement in this paper

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

YOUR DISTRICT

has many people who will want

Galvanized or Painted Corrugated Sheets Winnipeg Shingles Metal Ceilings

GALVANIZED FLAT SHEETS, TIN AND CANADA PLATE

These same people want prompt delivery. Do not hesitate to use the long distance telephone or to send us a telegram at our expense and we will give you prompt shipment of your order.

WINNIPEG CEILING & ROOFING CO.
P.O. BOX 2186 H. WINNIPEG, MAN.

OLD
RELIABLE
HOUSE



MAKES
THE
VARIETY

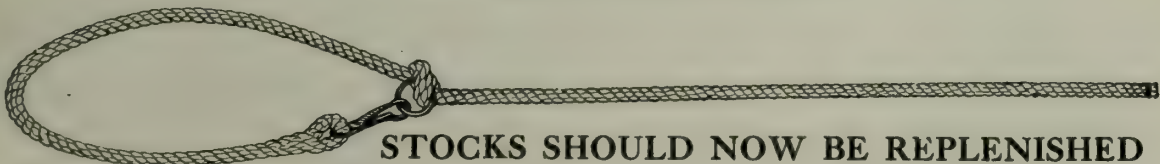
Consumers Cordage Co.,

LIMITED

MONTREAL, QUE.

HALIFAX, N.S.

Manufacturers of everything in Cordage, Twines,
Packings, Yarns and Tarred Goods



STOCKS SHOULD NOW BE REPLENISHED

JUTE

Snap Halters, Packings,
Twines.

RUSSIA

Halyards, Deep Sea Lines,
Packings, Twines.

SISAL

Snap Halters, Clothes Lines,
Baling Cords.

WELL ASSORTED STOCKS CARRIED AT BRANCHES AND AGENCIES.

F. H. Andrews & Son
Quebec, Que.

Consumers Cordage Co., Limited
22 Church St., Toronto, Ont.
and St. John, N.B.

Tees & Persse, Limited
Winnipeg, Regina, Calgary,
Edmonton, Moose Jaw, Saskatoon.

MacGowan & Co.
Vancouver, B.C.

Ask your jobber to send YOU

Those Richards Trolley Hangers for your country trade.

The hangers have merit. They stand a profit. You ought to get acquainted with our extensive line of door hangers, grindstones and live hardware specialties. Catalogues illustrate these, *Shall we send them?*

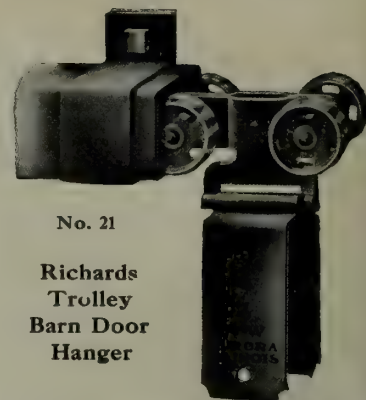
Look for This
Trade - Mark.
It Stands for
Door Hanger
Authority.



Richards-Wilcox



MANUFACTURING CO.
AURORA, ILL. U.S.A.



No. 21

Richards
Trolley
Barn Door
Hanger

Get the Local agency for "Safelock" Wire Fence



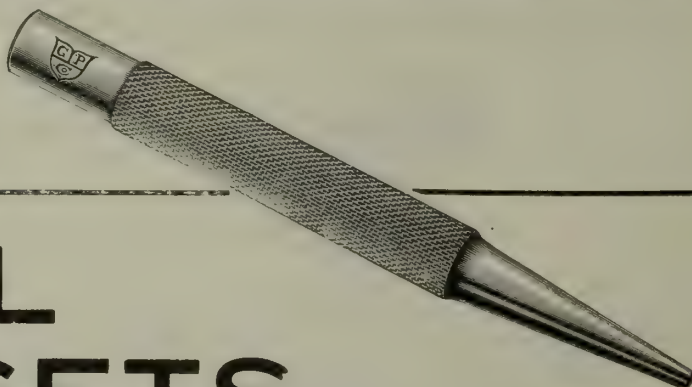
You will find "Safelock" the best selling line of fence you ever handled, because you can prove by actual demonstration that it really is the strongest fence made.

Look at this little cut—note how the stay wires interlock where they wrap the strand wire. You simply cannot make a "Safelock" stay slip in any direction. And, as the strand wires are not kinked, at the lock, every wire retains its full strength.

Better write us to-day about getting an exclusive "Safelock" agency for your locality

The Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont.

Western Agents : The Brandon Safelock Fence Co., Brandon, Man.



NAIL SETS

999 Brand

Every dealer should be selling our No. 999 NAIL SET. It is unsurpassed in quality by any brand on the market and is offered at a fair price, we are not after an exorbitant profit.

These NAIL SETS are made from a special steel, accurately cupped and carefully hardened and tempered.

We cheerfully recommend them to those who like to sell a good article.

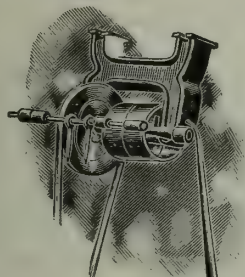
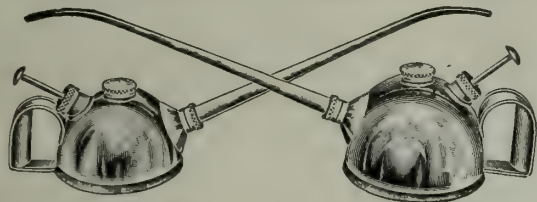
GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD,

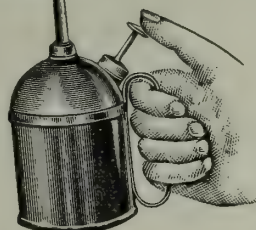
MASS., U.S.A.

Howland's Pump Oilers



For sale by
all Jobbers
in Canada.

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.

MORE AND MORE FREQUENTLY CANADA CEMENT IS
BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS
AND ARCHITECTS KEEP THESE FACTS IN MIND.

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw, Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.; Belleville, Ont.; Marlbank, Ont.; Lakefield, Ont.; Hull, Que.; and Montreal, Que., gives us ample shipping facilities to ensure prompt delivery.

PRICE.

Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

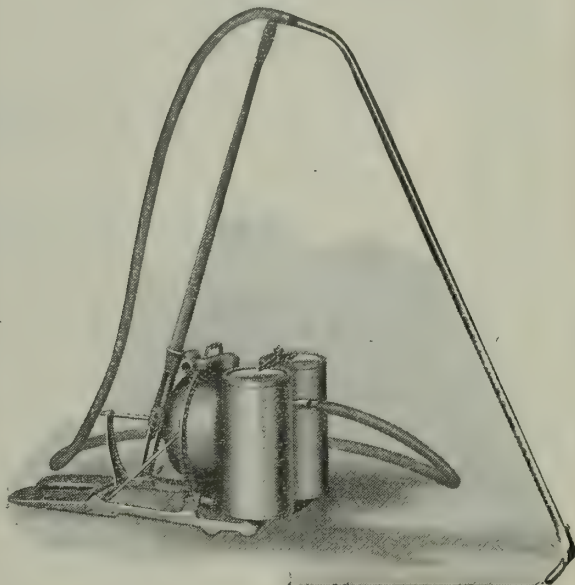
CONCRETE BLOCK MACHINERY.

By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.
MONTREAL TORONTO WINNIPEG CALGARY

Made in Berlin, Canada

**1912 MODELS NOW READY
FOR FALL BUSINESS**



Weight Uncrated 28½ lbs.
3 Shipped Crated as 100 lbs.

THE "DOUBLE TANK" MEANS LESS WORK

The double tank device (an exclusive feature of the Onward Automatic Hand Power Vacuum Cleaner) separates 95 per cent. of the dust from the air without the use of screens, baffles or water. Only 5 per cent. of the dust is screened, which means that the screening device offers but 5 per cent. resistance to the pump. This machine is the easiest to pump and the easiest to empty, as there are no complicated screens as in other cleaners.

It has the greatest air displacement because the pump is one-third larger than any other. This gives it a more powerful suction and a strong blow. (This is the only hand machine that blows as well as sucks).

Do not be deceived by any other claimed to be just as good as the Automatic "Hand Power."

Made of malleable iron and steel, it will last an ordinary lifetime. Write for prices and discounts. Illustrated circular upon request.

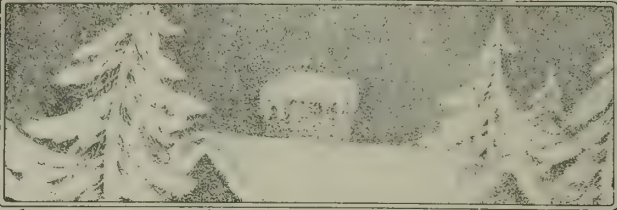
Wire us your orders at our expense

ONWARD M'F'G. CO.

Largest Builders of Hand and Electric
Power Vacuum Cleaners in Canada.

BERLIN - CANADA

Bissell's Christmas Offer



Bissell's Christmas Offer 1911

Is now in force

Write for full details

Bissell Carpet Sweeper Co.

(Largest exclusive manufacturers of
carpet sweepers in the world.)

Grand Rapids, Mich.

Branches:

NEW YORK, 25 Warren St. NIAGARA FALLS, CAN.
LONDON PARIS



Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

The
Condensed Ad.
page
will interest you

"We will never be buried with the unknown dead--- we ADVERTISE. There's the whole thing in a nutshell --- we ADVERTISE; and, therefore, we CANNOT be unknown."

THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject."

Clerks and Hardware Dealers read Hardware and Metal each week, looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business, try a "Want Ad." and you will be surprised at the results.

Rates—2c per word for first insertion; 1c per word for subsequent insertion; 5c additional each insertion for box number.

*Whenever you
Want*

TO SELL A BUSINESS

BUY A BUSINESS

HIRE A CLERK

LOCATE A NEW POSITION

or get into touch with the whole hardware trade for any other purpose—try a Hardware and Metal Want Ad.

Rates, payable in advance:

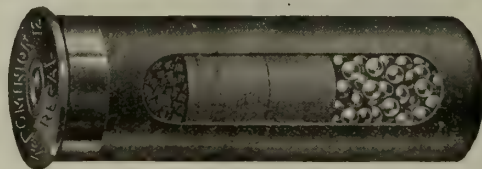
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FOR DUCKS

Regal (orange in color) are the best shells for Ducks, Brant or Geese. Loaded with 26 grains of BALLISTITE (dense) Smokeless Powder, $1\frac{1}{8}$ Chilled Shot. ONE INCH of the best wadding.

SMOKELESS, QUICK, CLEAN.

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WOLVERHAMPTON, SHEFFIELD and SOUTH WALES

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MONTREAL

Retail Hardwaremen Exhibiting at Fall Fairs

Several Dealers Have Secured Good Results—Electrical Specialties a Good Line to Show—How a Fredericton Firm Made Five Exhibits at Local Fair—Prescott Dealer Paid Expenses by Sales Made on the Spot.

The fall fair season for 1911 is not yet past. There are still some of the smaller township exhibitions on the calendar for the following week. However, the larger fairs have shown that the hardware trade are making use of them for advertising purposes, and are getting good results.

This should be a good suggestion for hardwaremen in those places where the fall fair is yet to be held. It will also interest dealers generally, inasmuch as they can commence laying plans at once for next year's exhibition, in case they decide to try this style of advertising in their own localities.

Tracing Immediate Returns.

From his exhibit at the county fair, W. F. MacPherson, of Prescott, got an immediate return. But that was the smallest advantage which accrued to Mr. MacPherson as a result of his tastefully-arranged display. He created an interest in the lines which he handles which has brought people to his store since the fair closed; and which, he expects, will cause them to come in greater numbers when the Christmas shopping season commences.

Mr. MacPherson makes a specialty of lighting fixtures. These he does not crowd to the back of his store. He displays them in his window. He gives them the place of pre-eminence on his

walls and on his counters. And he gave them the place of pre-eminence in his exhibit.

Mr. MacPherson has sold more lighting fixtures this year than ever before, and that in spite of the fact that there has



Booth in Which Jas. S. Neill & Sons Displayed Electrical Specialties.

Sold More Than Ever Before.

The wisdom of this policy can be readily understood when it is stated that

not been a new house built in Prescott.

Practically everyone in the town, and practically everyone from the country around, attended the fair. At a large exhibition some of the booths are hurriedly passed by. Not so at the county fair. There each one is carefully inspected, and if it is wisely arranged it makes an impression. As the illustration shows, Mr. MacPherson's display had been arranged with care, and townspeople and country people alike paused long before it.

An Expert in Charge.

An electrical expert was in charge of the booth, and he explained to all who asked, the cost of the different fixtures. He explained the way in which the electrical toaster worked. He told the women how they might save hovering over scorching stoves by using the electric irons, which were on exhibition. He spoke of the advantages of the new style pottery displayed. He was both information bureau and salesman.

At the fair itself a goodly number of lighting fixtures were sold. Toasters and irons were purchased, too. Pottery was in great demand. The profit made at the booth was enough to pay for its preparation.



Exhibit Made at Prescott Fair, by W. F. Macpherson.



Exhibit of Paint Made by Jas. S. Neill & Sons at Fredericton Fair.

Exhibit's Results are Lasting.

But an exhibit is like an advertisement. It does not cease to bring results when it has ceased to be. Many who saw that booth saw a higher class fixture than they had in their homes. Perhaps they remarked how fine that light would look in their dining room. Perhaps they didn't say anything, but just emulated the Irishman's parrot, and thought. But, anyway, they were interested, and their interest will make it much easier for Mr. MacPherson to sell those lighting fixtures as Christmas presents.

He makes his advertisements in the papers help his exhibit at the fair, and he makes his exhibit at the fair help his advertisements. It is simply done. As soon as December comes, Mr. MacPherson will advertise those lighting fixtures, describing some of them, and pointing out that they would make a suitable and acceptable present for any householder. The advertisement will bring to the readers' minds what they saw at the fair. "Why, this must be the light we saw in that booth, John," the wife will say. Then John will begin to think that he might do worse than purchase that fixture—good old John.

Selling High-grade Goods.

That it is so. Mr. MacPherson has proved by previous experiences.

He uses his fair displays to educate people to buy good things. When they come to the store to secure a present, perhaps the request is for a light which will cost about \$5. Then Mr. MacPherson calls to mind one of the fixtures he displayed at the fair. He points out some of that kind. Yes, he admits, they do cost more, but they are worth it. The suggestion is made that it might be wise for two or three in the family to

club together and get this present. The advice is often followed.

"Why," said Mr. MacPherson, to a Hardware and Metal representative, "a little time ago \$5 used to be the maximum price paid for a lamp in Prescott. Last Christmastime—through advertising at fairs, in the windows, and through the papers—I sold more than twenty ranging in price from \$12 to \$15."

This shows what grasping opportunities records on the cash register.

At the Fredericton Fair.

Few hardwaremen have gone into the exhibition scheme so thoroughly as Jas. S. Neill & Sons, Fredericton, N.B. At the recent Fredericton exhibition they

occupied no less than five booths, three of which were in co-operation with manufacturers of the paints, stoves and ready roofing handled by this firm.

The main booth of Jas. S. Neill & Son was situated right in the centre of the building, and it is interesting to note that this booth was largely devoted to the display and demonstration of electrical specialties. In this respect, the plans of Messrs. Neill were similar to those of Mr. MacPherson, who also featured electrical goods.

Adjoining the electrical booth, was the paint exhibit, and nearby, a little eight by ten house covered with ready roofing.

To the right of the side entrance was the display of ranges, for which Jas. S. Neill & Sons hold the agency. Another roofing company, whose goods are handled by this firm, also co-operated with them, and showed a cottage and barn covered with their products.

The last four exhibits mentioned were all in charge of experienced salesmen sent down by the manufacturers, and they were of great assistance in explaining the important features of their goods.

A Progressive Firm.

James S. Neill & Sons have a reputation for taking up new ideas that look good. Their booths at the Fredericton exhibition were a sample of this progressive spirit, and another instance which might be mentioned is the purchase of an automobile for the use of their representative, Jas. Pringle, who covers the province. With a history of sixty-five years behind the business, there is no dearth of up-to-date ideas. A view of their store on Queen Street, Fredericton, is given herewith.



Hardware store of James S. Neill & Sons, Fredericton, N.B.

Safeguarding Prompt Delivery

Mr. R. C. Chown, of Belleville, Introduces Simple System Which Enables Him to Tell Exactly When Goods Were Sold to, and Received by, His Customers—Makes it Possible to Fix Responsibility for Delays—Acts as Check Upon Customers as Well as Clerks.

"Send that in a hurry, please."

Requests like this come to hardwaremen daily. Sometimes a man drops in to the store on his way to the office, and orders a hammer, tacks, a carpet beater, a curtain pole, a pot of paint, or some other article wanted by his wife. He has been asked by her to have the goods sent home at once. So, like a dutiful husband, he makes the request at the hardware store and goes cheerfully off about his own work. Perhaps he thinks no more of the order until he gets home. Then, as he is reproached by his wife for having forgotten her request, he becomes incensed at the hardwareman who has made him seem at fault.

He assures his wife that he did order the goods; that he received the clerk's assurance that they would be delivered promptly. Then he states that he will see in the morning why that young fellow didn't keep his word. And he does. At least he makes things unpleasant all round.

To the great majority of hardware men such troubles are known. From time to time people complain of slow delivery. The dealer endeavors to find out who is to blame, and often is unable to fix the responsibility.

Quickly Has Proved its Worth.

In the hope of securing greater rapidity in delivery, Mr. R. C. Chown, of Belleville, has had printed delivery sheets, one to be filled out for each purchase not carried away by the buyer. Only for a month or so has this new business help been in use, yet in that short time two things have happened; Mr. Chown has found that the system brings greater satisfaction both to him and his patrons; and he has also found that his delivery sheet, as it now is, can be improved.

The sheet, reproduced here, has at the top a space for the name and address of the purchaser; and underneath room to enter a brief description of the purchase. Then, at the bottom, is a line on which must be entered the name of the salesman, the date of the sale, the name of the delivery clerk, and the date when delivery was required. That seems fairly complete, but Mr. Chown has found, from his short use of the slips, that it would be wise to have the exact time of the sale recorded, and also the exact time of delivery. The date, he thinks, is not sufficient.

Benefits are Apparent.

Many benefits of this system are apparent. A customer gives an order and asks for delivery immediately. He sees the clerk make the entry upon the specially prepared sheet, and so feels confident that he will receive the goods on time.

The man in charge of delivery knows that the date of every sale is entered

DELIVERY SHEET

Name	Street & Number		
Sold by	Date	Delivered by	Time

Form used by W. W. Chown Co., Belleville, to safeguard prompt deliveries. Original form is 8 inches by 3½ inches.

on the slips. He knows he must deliver promptly or run the risk of being found out. Soldiering on the job is made a risky game.

And where the delivery is not prompt, and complaint is made, the proprietor can swiftly refer to the delivery sheet and find who is to blame.

In still another way this system aids the dealer. A bill perhaps is disputed "I never received that article," says a customer, who may have forgotten an order given by telephone two or three months before.

"Well," the dealer will say, "we'll refer to the delivery sheet." There is found the date of the sale, the name of the salesman, the name of the delivery clerk, and the date of delivery. With such a paper on file, there is little chance of a disputed account.

This device, Mr. Chown states costs little to install. It is simple in the extreme. There is no chance of confusion being created, and in places where a great number of purchases have to be delivered the system might well be introduced.

THE MAIL ORDER QUESTION.

Wingham, Ont.—An anomalous condition marks the stove trade about Wingham. Within the town the Western Foundry Company turns out a range, and yet the man who had the agency for this stove in the district had to give it up, because he was being under-

sold with the same stove by a Toronto firm.

"Yes," remarked Mr. A. Young, to Hardware & Metal, "I handled that stove, but when the T. Eaton Company started to sell and deliver for \$15.50 the same range for which I had to pay \$15.85, I stopped. I don't blame the Eaton people. They contract for what is practically the foundry's season's output. Naturally they get a better price than I can possibly secure. Only that condition of things has forced me to give up handling that stove."

But Mr. Young does not seem to be suffering as a result. It appears, indeed, that there is stove business enough for all. He merely has taken up a make of superior quality and value, and is now preparing to push it this fall.

G. Schmidt is also getting ready for the stove business which he expects to start after the fall fairs. "The people come in then, and look over the ranges we have," he said. "Then they decide what they want."

All the merchants declare that the farmers and the townspeople alike are, for the most part, ready to spend a good sum for a stove. "They don't object to giving \$40 or \$50 at all," remarked one merchant. "Not if they get the stove they want. I handle a well advertised range, and I find it practically sells itself, for the simple reason that there are now many of this make being used in the district. Women will come in and look at my supply. 'Here's a ———,' they will remark. 'My sister has the same kind. She likes it. I guess it is the range for me.'"

"That," continued this merchant, "is the way stoves sell. One make will be exceedingly popular in a certain community."

A \$25,000 FIRE.

East Toronto, Sept. 29.—The hardware store of A. F. Carnegie, 166 Main street, was completely gutted by fire at an early hour this morning. A policeman passed the store about 3.45, and noticed smoke coming from a window on the ground floor. Almost immediately there was a small explosion, and a tongue of flame leaped out of one of the windows. The East Toronto fire brigade were soon on the scene, and put up a good fight to save the building. Only by flooding the cellar, where the oils were kept, prevented a further explosion. The building, which is owned by L. A. Delaplane, was damaged about \$15,000, but is fully covered by insurance. The damage to the contents was \$12,000. These are insured for \$5,000. The cause of the fire is unknown, though it is generally believed to have resulted from spontaneous combustion.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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PUBLISHED EVERY SATURDAY.

SHUTTING OUT THE COLD.

Winter is not yet upon us, but already we have had some reminders that it is not far distant. In some parts of the country flurries of snow have been reported. Certainly the cold weather is close enough at hand to set everybody thinking about our glorious Canadian winter, and even about its uninviting features. For instance, what householder is there who is not thinking about the cold blasts which will persist in sifting through the openings of the doors and windows when the mercury is low.

In these days of record-breaking building operations, lumber is required for use almost as soon as it can be cut, sawn, and prepared for the market. Very little of it has a chance to be properly seasoned, and the consequence is that doors and windows shrink, leaving apertures through which the wintry winds gain entrance to the home.

Hardwaremen sell apparatus for filling the house with warm air. Yet, on a windy day, even the most perfect furnace cannot warm a room into which the driving wind is sifting through the doors and windows. Why does not the hardwareman also sell the modern devices for shutting out the cold, and thus help his furnaces to give satisfaction.

Within recent years the metal weather strip has been perfected, and there are now several makers who are producing an article that will give satisfaction. Who is a more logical distributor of this line than the hardware dealer?

An important feature of the weather strip business is the installation. The weather strip must be correctly fitted in order to ensure satisfaction. But this should not be a difficult matter for the hardwareman to arrange, especially if he maintains a tinning department. An expert tinsmith could easily fit and instal metal weather strip—even more easily, indeed, than he could erect metal ceilings. And tinsmiths more than any other class of artisans are selling and erecting metal ceilings in every part of this country.

WORKING THE SHOW WINDOWS.

A modern author has published a book with the striking title, "How to live on twenty-four hours a day." The bright things he says under that bright title may or may not interest the hardware dealer, but in the title itself there is certainly food for thought. Is it possible, for instance, to make the hardware store live twenty-four hours every day?

It is bad enough to work ten hours without talking about twenty-four, the clerk will say. That is all right. No one was talking about working the staff longer than they work at present. Between the time doors open in the morning and the time doors close at night a day's business is usually done. But there is such a thing as making the store work when no one is working in it. Labor done through the quiet hours of the day may make possible a night display.

The show window is one of the store's great advertisements. In it, goods to be had inside are attractively arranged. People passing in the morning and afternoon see these goods and perhaps go inside and buy. But many pass at night who are not on the street through the day. Certainly the six o'clock whistle should not be the signal for the window to be closed up.

Many—the majority of dealers—are realizing this. They have their show windows brilliantly lighted at night so that the wares displayed may be seen to advantage. That is good, but it is not so good that it might not be better. The light allows scope for making a night window much more attractive than one for day display. Only the few have awakened to that fact. One man displays lanterns with incandescent lights flashing on and off inside them. That demands attention. Another uses lights of different color to give him prettier effects than are possible in the day time. These men are making their windows work at full power as long as there are any people passing by in the street.

THE DEPRECIATION OF STOCK.

"Stop to consider for a moment the extremely low price that hardware goods will frequently bring under the hammer," said a retailer the other day, "and the large amount of goods which we frequently have to sell at almost a total loss because they have become shopworn, and you will begin to realize the danger of allowing goods to depreciate."

Of the many dangers which assail the retailer, this is one of the most formidable. Despite the durability of most goods handled in the hardware store, it is not possible to keep stock on hand for any length of time without suffering some loss through depreciation. Many dealers fail to recognize this fact. They allow old stock to collect on their hands until they possess a great accumulation of odds and ends. They do not make any effort to keep the stock on the shelves dusted and sorted up and this proves a factor in causing the depreciation of value.

The dealer suffers in a number of ways. In the first place, he loses on the sale of the goods, which finally have to be sacrificed, sometimes below cost. Then, it is impossible to keep a neat and attractive store unless the stock shown is new and thoroughly up-to-date. In this day of progressive retailing, a bright store is properly judged to be one of the greatest of assets. Finally, the store staff are hampered and they find it difficult to develop a high standard of salesmanship when the stock they handle is shopworn and antiquated.

It is, of course, a very difficult matter to so handle the buying and selling ends of the business that one never overlaps the other. Even the most careful and conservative of buyers will sometimes find that they have overestimated the selling qualities of a certain article. The one way to avoid the predicament of being left with a surplus of unsalable goods is to keep close watch on sales and, when one line is moving slowly, take some means of hurrying up trade in that particular line. It is

wise to keep a record of sales so that future buying can be guided by reference thereto.

THE FOLLY OF PRICE CUTTING.

For the greater part retail hardwaremen of the Dominion get along on the best of terms. In a sense they are rivals. They want to get all the trade they can in order to earn all the money they can; but they are willing and anxious to co-operate in order to make their daily work more pleasant. This is the general condition, but there are places, and places aplenty, where a different spirit prevails—where a man will cut his prices; where he will sell for little or no gain in order to take business from his contemporary. It is a suicidal policy.

In practically every case price cutting has been started by a newcomer in the district; either by a man who has just opened a store or who has taken over one which lacks a large patronage. Naturally this new arrival looks about for ways in which he may attract trade, and often he decides that the best method is to undersell his competitor. People love to get something cheap, he argues. If I give them that I'll secure and hold their trade.

Undoubtedly there is a certain amount of sound sense in that argument. People do love to get something cheap. And they will, many of them, go where they think they will get what they want at a low figure. But what is the man in business for? To please the people only or also to make a fair profit for pleasing them. What is the use of turning over stock without at the same time turning over some money?

But doubtless the cut price man thinks that he will give up these methods when once he and his store become well known. He does not think how difficult it is to get back to sane prices when cutting is once commenced. His action is certain to have incensed the other dealers. They will fight back. When the original offender wishes to resume proper rates they will turn a deaf ear. And so the slaughter prices will continue. It is so in a number of towns in Ontario to-day.

Those starting in business would do well to look to the end as well as the beginning before undertaking this action. Their wish to draw custom is natural, but they can accomplish this in a way which will not render it necessary for them and their fellow dealers to sell what they would sell at no profit. A new and popular line, bright advertising, attractive window display, prompt service, and legitimate canvassing, will do more than cutting prices to draw trade. And these methods have the great advantage of building up a business which pays at once, and which will be increasingly profitable as the years go by.

WAR CLOUDS AND THE PRICE OF LEAD.

The law of supply and demand is one of the great economic principles underlying all business activity. Upon those two things values depend. If the supply decreases, prices increase. If the demand increases more rapidly than the supply a rise in price naturally follows.

But it is not only this law which is forcing lead up at the present time. It is the law of supply and the possible demand.

Men who have studied the market for years positively state this to be the case. It is the war clouds—the everlasting talk of hostilities, is responsible in great measure for the leaps lead is making. Serious results from the present disputes may not come—not serious from a mil-

itary standpoint; but the lead market has already been seriously affected.

The nations are preparing. Lead is in demand. The supply, never too large, is smaller now, and so those buying must pay a high figure. War is—well every one knows what Sherman called it. He probably voiced the opinion of the lead purchasers of to-day.

POINTED EDITORIALS.

Forty-nine stoves sold in one day in the ordinary course of business constitutes a record for Canada.

* * *

There is one motto above all others which applies to the paint business: Keep everlastingly at it.

* * *

Talking about annexation, members of the hardware trade should begin at once to plan out how they are to annex a bigger share of the Christmas trade this year.

* * *

The term "bear" as applied to the tin market is somewhat of a misnomer. Bears in tin do not hug but are themselves squeezed with great force and regularity.

* * *

If the quarter still ahead proves as good as the three-quarters which have passed, 1911 will be a record-breaking year in point of mercantile activity. Make it so.

* * *

Dealers who have sold more than forty-nine stoves on one day are requested to assert their claims to the Canadian record. Don't all speak at once.

* * *

If a window display has salesmaking value, an exhibit at the fall fair is even more useful. The exhibit will be seen by more people and scrutinized more closely than the most effectively arranged window.

* * *

The career of Hon. Frank Cochrane may truly be termed meteoric. It is but a few years since he left his hardware store and now he has been called to occupy one of the highest posts in the gift of the country.

* * *

Reciprocity is a good thing—in ideas. Any member of the trade who has an idea, which would benefit fellow members, should communicate it to them through the medium of Hardware and Metal.

* * *

Another advance in white lead is forecasted. Dealers who have been watching Hardware and Metal regularly have probably stocked up by this time. Those who have not are likely to pay more for their supplies. The moral is obvious.

* * *

"September 1st will soon be here!" read the big headline on the ad. of a Western hardwareman in the issue of September 6. A mistake of this kind is certain to hold the advertiser up to ridicule. The public is not likely to put much stock in the advertising of a man who is as careless in his copy as that.

* * *

Now that a different hand will direct the affairs of the Post Office department, it may be that nothing further will be heard of the Parcels Post legislation. Still, the retail merchants should not allow themselves to rest in a sense of false security. Let the new members know at once that the proposed measure is obnoxious and certain to be harmful in its results.

Twenty Years Ago In the Canadian Hardware Trade

The following items are taken from Hardware and Metal, issue of October 10, 1891:

"W. J. Bennett, Gananoque, says his trade in paints this season, has been very heavy."

Editor's Note.—A representative of Hardware and Metal who recently called on W. W. Bennett, at this same stand, was informed that this season, also, had been a heavy one in his paint department.

* * * *

"G. M. Bond & Co., Guelph, are no doubt one of the largest and wealthiest hardware concerns outside of our large cities. In conversation with G. M. Bond, a few days ago, he expressed himself entirely at variance with the Globe and Mail, on the blue ruin cry for Canada. He thinks the trade question will be solved by the present administration, and that an era of prosperity for Canada has come to stay."

Editor's Note.—The fine enlarged quarters of the Bond Hardware Co., Guelph, were illustrated and described in the recently issued fall number of Hardware and Metal. G. M. Bond retired from the business some little time ago, but is still residing in Guelph.

* * * *

"The McKinnon Dash Co., Buffalo, and St. Catharines, will add hardware specialties to their St. Catharines branch at the beginning of the New Year. They have made large additions to their works there, and with the splendid power privileges they have, they are bound to succeed in anything they undertake."

Editor's Note.—The McKinnon works are still among the most important industries of St. Catharines. Under the name of McKinnon Chain Co., their advertisements appear regularly in Hardware and Metal.

* * * *

"Thos Drake, formerly a member of the firm Ramsay, Drake & Dods, paint and oil merchants, Montreal, died at St. Catharines on the 29th ult., in his 52nd year."

* * * *

"C. Killer, who was formerly engaged in the hardware business at Emerson, has gone to Winnipeg, to carry on business as representative of M. & L. Samuel, Benjamin & Co., hardware and metal merchants, Toronto. His headquarters will be at 1 McIntyre Block."

CHANGE OF FIRM NAME.

The CANADA WIRE GOODS MFG. CO. announces a slight change in the firm name which hereafter will be known as CANADA WIRE AND IRON GOODS CO. The change is simply for the purpose of better designating their lines of manufacture and incidentally to break the similarity of their name with other manufacturers in Hamilton.

There has been no change in the management which consists of Wm. Holmes and Alexander Donald, who have been for many years connected with the wire industry.

The plant of the CANADA WIRE AND IRON GOODS CO. has been enlarged during the present year to fully one-half of its former capacity, resulting in a greatly increased output.

This company are just about to issue a new general catalogue which should be on file in every progressive hardware man's office. A post card will bring it to you. This book is full of interest to the hardware trade.

BUILDING LARGE ADDITION.

Gananoque, Oct. 5.—A large addition is being made to the plant of Parmenter & Bulloch Co., makers of rivets, wire nails, overshoe and coat buckles. Two new three-story buildings are rapidly rising. They are being constructed of reinforced concrete, and will be entirely fireproof throughout. Each measures 200x50 feet.

For some time the need of expansion has been felt, and this spring the work of construction was undertaken. It is expected operations will be completed, and the additions ready for occupation, by the beginning of the year. The enlargement paves the way for greater production, and will, says Mr. Alfred Taylor, the manager, likely result in the employment of more men.

Hardware Letter Box

Base Burners.

Geo. Taylor Hardware Co., New Liskeard, Ont.—"Kindly advise us if possible through your paper, who makes the Princess Acorn Base Burner?"

Can any reader supply the name of the firm manufacturing this line?—Editor.

Electricity Driven Washing Machines.

Smith & Gaetz, Red Alta.—"Would you please tell us through the columns of your paper, where we may obtain

catalogues and prices of electrically driven washing machines?"

J. H. Connor & Son, Ottawa, Ont.; Cummer-Dowswell, Hamilton, Ont.; D. Maxwell & Son, St. Marys, Ont.—Editor.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines used; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

OPEN GRATES AND FIREPLACE FITTINGS.

Catalogue No. 2, which has just been issued by the Enterprise Foundry Co., Sackville, N. B., is devoted altogether to Open Grates and Fireplace Fittings. It consists of sixteen pages, well illustrated, and it should prove of special interest at this season, when so many residences have reached the finishing stage, and grates are being installed. Each grate in the line is fully described.

Another booklet recently issued by the same firm is entitled "The Solution of a Burning Question." It is a booklet of testimonials concerning the furnaces made by the Enterprise Foundry Co.

LOGGING TOOLS.

A fine new catalogue of 64 pages has just been issued by the Thomas Pink Co., Pembroke, Ont., to illustrate and describe their complete line of logging tools and handles. Cuts of the various tools are plentifully sprinkled throughout the book, which will be a valuable one to all dealers handling lumbering supplies.

"EASY, ECONOMICAL, SANITARY SWEEPING."

This is the title of a new booklet just issued by the Bissell Carpet Sweeper Co.

Its sixteen pages contain a presentation of the merits and advantages of sweeping by means of the "Bissell," and should result in a much better understanding of the wide range of usefulness and thoroughness possessed by the modern carpet sweeper.

Mechanically, it is an excellent specimen of the printer's art, being printed on white enamel paper in two colors, light orange and doubletone brown, and profusely illustrated. It faithfully reproduces in a warm brown tone the beautiful grain of the "Hungarian Ash" used in the manufacture of some of their finest sweepers, the title being in a white letter of simple conventional style.

We are advised that the first edition consists of 500,000 copies.



By "Mack."

The readers of this column may remember the opening notes of my recollections. Placed first in position, as well as in importance, was a reference to founding a business on a cash selling basis and to permit no outside influence to attract my attention away from it. In present swiftly moving times the desire to ascend the ladder of business success brought about an alteration in the system of retailing merchandise. By adopting the modern plan, which for successful operation demands cash with the order or the immediate exchange of cash for goods over the counter, the pioneer men of vision who were the first to believe that business ought to be done for cash have lifted the retail business to the status of modern science. By this rebirth enormous fortunes are accumulated and at our own doors one of the most powerful organizations on the continent continues to illustrate the potentiality contained in the idea of cash selling.

It may seem difficult of belief but it is true that whatsoever these great stores can accomplish or have accomplished is capable of being done by the lesser merchants within their own spheres. An observation of the big merchant's methods will early disclose the principle that cash is of first importance both as a buying and selling medium, and much energy is used in devising plans to draw it to his store. A merchant in the smaller cities or towns who is doing business on old conservative lines will be forced to give way before this more advanced and intensive cultivation of trade and the degree of adaptability with which he meets these changes will determine his chance of existence.

Our experience of the cash system covered a space of about five or six years. During this period I think the only department in which a modification of this plan was in vogue was in our stove section. Here the monthly payment rule was found to be no disadvantage to the working of the cash regime throughout the rest of our business. A fair original payment was expected and

the balance was secured by a lien note. We secured many cash sales by conceding a discount of ten per cent for cash. People of good standing often applied to an adjacent loan agent for the cash which was available at small interest to get our larger discount for ready money.

It was discovered that a cash store for some reason is thought by the people of the country and the town to be more interesting than stores still running in the usual channels. This feature may result in a good deal of favorable advertising caused by the discussion which advanced storekeeping provokes. To effect the realization of a saving to customers a day of bargains might be established. We used Saturday. A weekly advertisement and once or twice in the local daily papers is useful and always read. Early in our career a small illustrated catalogue brought us great results and occasionally we sent out printed sheets in the city, but gave up these side issues and devoted our attention to the publicity to be obtained by a space in the daily papers. Towards the end of our business life through laxity and a cultivation of other interests a number of accounts entered our ledger and a portion of them gave the usual trouble when attempts were made to collect.

The mathematical aspect of obtaining cash upon all transactions is one not well understood by the generality of tradesmen. Even with a smaller turnover of stock under cash it is possible to be on the upward grade financially for the sound reason of immediate returns. The jobbers realized this feature of finance much earlier than the rest of us, it would seem, when cash discounts began to diminish. The day of five per cent. every 30 days allowed for payment in that time has departed, and we must look for compensation in a multiplicity of sales for cash.

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A few weeks ago in commenting on the status of the hardware merchants in our country, I recorded the fact of a member of Parliament occasionally being elected who was identified with this class. The accuracy of my statement may be attested by the result of the Dominion elections held last week which show several active hardware men chosen to represent important ridings in Ontario. There is present in my mind a reminiscence of the career of a newly elected M.P., who is a member of a prominent family associated with the trade in the county of Waterloo and at present writing conducting a large retail hardware store in the town of that name. I refer to Mr. W. G. Weichel, whose campaign and election received a large

share of attention from the press recently. My early recollection of "Billy" as a traveler for a saw manufacturing firm show him standing on railway platforms of small towns on the G. T. R. in the 90's of last century, guarding his commercial luggage which I think consisted of a long leather receptacle containing samples of the brand of goods carried and another bag holding his own effects. I can see him joining a group of fellow travelers waiting for the train upon one of the branch lines up north and although perhaps 15 years have elapsed the picture is still distinct. Receiving as a present from nature an amiable and unruffled temperament I can believe it without question that he has been able to exercise this quality as successfully in gaining votes as he did in securing orders when a travelling salesman and I desire to applaud his comparatively early rise to distinction. It has been asserted that there is a growing satisfaction shown by the public for the increase in numbers of the business men and agriculturists who aspire to public life. There can be little doubt that the blend of opinion these men represent when it is united to the knowledge of the lawyers in parliament shall prove useful and safe in the management of Canadian affairs. Especially is a hardware dealer situated favorably if he desires to equip himself with a knowledge of conditions and popular opinion in his district. By the character of his business he is in communication with the progress of the country and the store is a meeting place for men who are usually engaged in serious conversation and exchanging views on various topics with each other and the proprietor of the store. In every community may be found an element largely drawn from the mechanic and agricultural classes which by reading and meditation cultivate an informed opinion on subjects engaging the attention of public men and use the hardware store as a clearing house when they give expression to their own views and receive new impressions from their neighbors. This tendency I have frequently noted especially on Saturdays and a candidate may in mingling with his constituents on market days often catch the tone of popular feeling which causes him to feel confident or uncertain just as he interprets it.

R. W. McC.

ENCOURAGING HOME BUYING.

Liskeard, Ont. "Buy In Liskeard," is a slogan which local retailers are taking up, in an effort to encourage home trading. Neat electros have been made, bearing these words in white, on a black background. The electros are circular in shape, and cannot fail to attract attention.

FRANK NEWMAN JOINS CANADIAN FAIRBANKS-MORSE CO.

Montreal, Oct. 5.—For the first time since the firm started business, Caverhill, Learmont & Company, is without the services of a Newman, Frank Ross Newman, who for years has been connected with the company, having left on Saturday to take up the management of the Canadian Fairbanks-Morse Company's Toronto office. He will have charge of all the territory coming under the jurisdiction of Toronto.

Since the death of Thomas Henry Newman, who is always referred to by those who worked with him as "the dear old chief," his son, Frank Ross has been acting as general manager of the warehouse, filling as well as any one could, the shoes of the man who by a thousand little kindnesses endeared himself to all with whom he came in touch.

But for business reasons Mr. Newman has felt he must leave the concern with which he has been identified—omitting only a few years—since 1893. Those who have worked with him, wishing to show that while he is leaving them he can not be forgotten, gathered in his office last Saturday morning and presented him with a beautiful ruby and diamond stick pin. James Reid made the presentation, John Richardson and Richard Terrill also saying a few words in expression of the regret all in the establishment feel at losing their comrade. Not only Caverhill, Learmont & Company, they said, but the Quebec hardware trade as a whole sustains a loss in the departure of this, the last of the Newmans.

Mr. Newman, in thanking his friends for the gift they had made him, spoke of the break it was for him to leave the institution which he had known so long, and with which his father had been identified before him. But hard though such moves are, sometimes they must be made.

Harry Newman, the younger brother, left Caverhill, Learmont & Company three weeks ago to become manager of the Safe and Noiseless Typewriter department of the Canadian Fairbanks-Morse Co. His departure, too, was marked by his associates, who presented him with a handsome set of gold cuff links.

In joining the Canadian Fairbanks-Morse Co., F. Ross Newman is not going to an unfamiliar field, for after three years spent with the Laurentide Paper Co., he went to Winnipeg, successfully opening the field in Manitoba for the concern to which he is now returning.

RESIGNATION OF GEO. M. LANDERS

New Britain, Conn.—It is announced here that, at a recent meeting of the

directors of Landers, Frary & Clark, George M. Landers resigned as an officer, his resignation to take effect immediately. Mr. Landers was secretary and treasurer of the company, and will continue as one of the directors. The vacancy will not be filled until the annual meeting in January.

DEATH OF E. F. SIMONDS.

The death occurred on Sept. 8 of Edwin F. Simonds, vice-president of the Simonds Manufacturing Co., Fitchburg, Mass., the cause of death being heart failure. The funeral took place at Rosehill cemetery, Chicago.

The late E. F. Simonds was born in Fitchburg on Oct. 22, 1849, his father



The late E. F. Simonds.

being Abel Simonds, founder of the business. He went into the business when a young man and was for many years manager of the Chicago office. In 1905 he was elected vice-president and held that position until his death.

He purchased the land and took charge of the construction of the Canadian factory at Montreal and thus became well known to many in the trade on this side of the border.

TO ESTABLISH BRANCH AT CALGARY.

St. Catharines, Ont.—It is announced here that a branch of the St. Catharines Broom & Brush Company may be established in Calgary, Alta. The local company ships a considerable quantity of its output to the West, hence the reason for a western branch.

IS UNITED STATES FACTORY COMING?

Montreal, October 5.—It is rumored among stove men that the A.B.C. Stove Company, of Battle Creek, Michigan, is about to open a factory here for the manufacture of gas stoves. Confirmation of this is lacking, but on good authority it is stated that representatives of the United States firm were in Montreal on Monday of this week, looking over the ground and inspecting possible sites.

The probability of the A. B. Stove Company opening a Canadian branch is said to be due to the recent vote upon reciprocity. The concern has hoped to get an entrance to the Canadian market, but now seeing little chance of a revision of the Dominion tariff downward, the directors have determined to study the advisability of undertaking the actual manufacture of their goods here.

As a factory location, Maisonneuve seems to be the district most favorably regarded by the stove company's scouts.

REORGANIZED FORT WILLIAM PLANT NOW OPERATING

Fort William, Ont.—The transfer of W. J. Copp, Son & Co.'s stove foundry to the new company headed by Mr. King, late superintendent of McClary Mfg. Co.'s foundry at London, has been effected. Stock taking has been completed, and the clerical staff are busy making up the inventory.

The new company (The Copp Stove Co., Limited) took over the plant on the evening of Sept. 16th and had the foundry running with only a shut down of one day in the molding shop and three days in the mounting shop for stock taking purposes. They are very busy and have splendid prospects for all the business they can care for this fall, and I believe that under Mr. King's management the business will be very considerably enlarged in the near future. The plans are already out for the extension of the works, and no doubt next year will see a very large increase in the output.

Harold E. Copp, who was in charge of the plant prior to the transfer, is planning to take a vacation of six or eight months in England, where his family has been since last March. He will leave for the Old Country before November first.

Mr. Copp has not yet made any plans for the future. Speaking to Hardware and Metal, he said, "I simply want to get away for awhile, and not have any strings to my bow, at all. When I have had a good holiday I will then decide how I shall occupy myself."

EXTENSIONS TO STOVE FOUNDRY.

Among the building permits recently issued by the London City Architect's Department, are three for extensions to the plant of the McClary Mfg. Co. The additions will all be made to buildings which comprise the east end plant. An extension to the moulding shop will cost \$4,000, and additions to the milling room will amount to \$700. A large 130-foot steel smokestack will also be erected, at a cost of \$3,000.

New Hardware Goods

SHUTTER WORKER.

Russell & Erwin Mfg. Co., New Britain, Conn., are offering the trade the "Russwin" shutter worker, illustrated. This device is easily applied to any house, old or new. The butt hinge type for frame house has a throw of $2\frac{1}{2}$ in. for blinds projecting 3-16-in. beyond frame, and have $10\frac{1}{8}$ -in. rods. All parts of the hinges are of malleable iron, unfinished, for painting. The working parts are of malleable iron, machined to a perfect fit, and are enclosed in a weather-proof case. They are so simple in



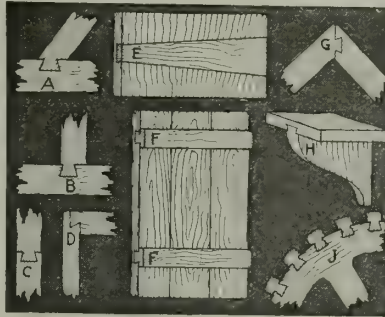
construction that there is nothing to get out of order. A few turns of the handle opens or closes the blind, and firmly locks it in any position required; when wide open, tightly closed and locked, or at any intermediate angle. All operations can be conducted with the window and screen closed, even with the window shade drawn, and the blinds are firmly locked in any position in which they may be left. The device is claimed to be a permanent remedy for banging blinds.

DOVETAIL TONGUE AND GROOVE PLANE.

A new and novel tool now being marketed by the Stanley Rule and Level Co., New Britain, Conn., accomplishes a re-

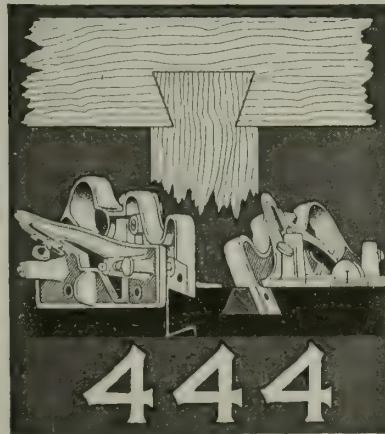
sult sought for many years by woodworkers in general, namely, to form a dovetail tongue and groove, with a one-hand tool.

This result was reached by designing a plane which at one setting cuts a



groove with a cutter having a horizontal edge guided by an oblique fence, and in the other setting cuts a tongue with a cutter having an oblique edge of the same angle guided by two fences at right angles to each other, one being parallel to one side of the cutter.

The operation of the plane is simple, and the accurate and perfect fitting joints obtained, both parallel and tapering, will convince the operator of the utility of this unique and original tool.



Below are shown some of the numerous kinds of Dovetail Tongue and Groove Joints that can be made with its use.

- A Dovetail tongue and groove joint with the groove cut in the regular manner, and the tongue cut on a bevel, used for supports.
- B Dovetail tongue and groove joint with unequal shoulders or a joint with a regular groove, but where the tongue is offset.
- C Dovetail tongue and groove joint as can very often be conveniently used when one is forming an end to end timber match.
- D Dovetail tongue and groove half joint, frequently used by carpenters to a very great advantage in concealed nail work.
- E Dovetail tongue and groove joint as applied to a flush key batten, where used

in strengthening wide thin boards across the grain.

F Dovetail tongue and groove joint as it is very often used to construct a batten on doors made of several boards, etc.

G Dovetail tongue and groove joint where both the groove and tongue are cut on a bevelled surface, making a strong corner.

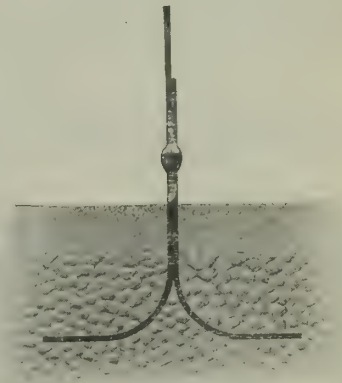
H Dovetail tongue and groove joint shown in one of its most useful applications, that of a bracket supporting a shelf.

J Dovetail tongue and groove joint as applied to the setting of gear teeth around the outer rim of any great pattern.

The manufacturers of this unique tool have issued a very attractive circular containing a detailed description, as well as complete instructions for operating, and will be glad to send same to anyone interested.

FOOT SCRAPER FOR CONCRETE WALKS.

The Richards-Wilcox Mfg. Co., Aurora, Ill., is placing on the market their



No. 210 foot scraper for concrete steps or walks. It is made of heavy steel well japanned, and of a height allowing it to be imbedded into concrete as shown on illustrations. The holes in this scraper allow for the binding of the concrete, so that when hard the foot scraper will be thoroughly placed.

There is a great demand for this kind of foot scraper and our readers are requested to write the manufacturers for prices.

OPENS BRANCH STORE.

Vancouver, Sept. 29.—S. A. Brown, who has operated and owned the store of the Manitoba Hardware Co., for many years, has established a branch store in the Collingwood district. About a year ago, he decided that there was an opening there for a hardware store and he accordingly arranged to start in that section. The new store carries a complete line of hardware, stoves, paints and oils.

News and Methods of Canadian Hardwaremen

Selling Oil Heaters—Working a Window Twenty-Four Hours a Day—A New Scheme in Store Lighting—Cook Books and Marriage Licenses as Premiums.

UNIQUE LIGHTING DEVICE.

In the description of the store of McKelvey & Birch, Kingston, which appeared in last week's issue, an account was given of the lighting system used in the establishment. Since then it has been learned that the idea was originated by the firm and was worked out by an electrician who was in Kingston some years ago, but is now deceased. The reflectors are set in the ceiling in concave form, about 6 feet long and 12 inches wide, with six electric lamps in each. The reflectors are made of octagon mirror and are about 6 feet apart, running lengthwise of the store. The idea of the firm was to light the shelves and goods without any glare whatever on the ceiling, and this object has been accomplished. The goods are shown splendidly and the eye is not attracted to the ceiling or the lights. They do not consider, however, that it is the most economical light, as extra power is used in getting rid of the reflection.

GETTING AFTER OIL HEATER BUSINESS.

St. John, N.B., Oct. 3.—The people seem to have settled down to the old routine, and the prospects for a good winter's business seem bright. Already the sale of winter stoves is engaging the attention of the hardwaremen in this city, in Fredericton, Moncton, and elsewhere throughout the province. The window displays have been demonstrative of the advantages of securing the winter stove early, and the newspaper advertisements have been in the nature of a heart-to-heart talk between the merchant and the customer upon the benefit derived on being among the first purchasers. One merchant, noting the fact that there had been many weddings in St. John during the past week or more, appealed directly to the newly-weds to look over his assortment before deciding upon their purchase, claiming superiority in quality and design, and reasonableness in his charges.

It is noticeable that many of the more up-to-date dealers at present are devoting considerable attention to the sale of oil-heaters, as they claim that not only in the summer are the advantages of these apparent, and the sales regarded as brisk, but they also state that in the fall of the year they look upon the oil-heater as a good seller.

In addition to the winter stoves shown in their display windows, oil-

heaters of all grades figure. It is asserted, and it seems quite reasonable, that many people will not have their winter stoves in position until later in the fall, and that to take the chill out of the rooms in the early morning or after evening falls, an oil-heater is the proper article, and because of this they are urging its claims to quick-heating, warmth, cheapness, and durability.

Although it is several weeks since the strike in England took place, as was reported in Hardware and Metal at the time, local dealers are experiencing still a little difficulty in their importations from the Old Country, and it is no small matter. Several large orders were delayed for a short time, but it was not thought that the trouble would last for very long. This week, however, at least one merchant was not in receipt of some English goods for which he had given the order some months ago, and he could attribute the fact to nothing else than the labor troubles.

GIVING COOK BOOKS.

Vancouver, B.C.—Johnston & Salsbury, who recently entered into part-

Demonstration

Johnston & Salsbury

GOOD REASONS
Why You Should Buy The GREAT MAJESTIC



Majestic Range

THE GREAT MAJESTIC
MAJESTIC AND CHARCOAL IRON RANGE
Bake, Boil, Heat, More Water, Heat, or
Cook, Use Less Fuel, Bakes Better,
Costs Nothing to Run, and is a Real Winner
of a Good Name.

Have arranged with the
Manufacturers of the

Great Majestic Range

For a Two Day Demonstration of their Ranges.

They have added a complete line of these in stock and will be able to show all sizes and deliver at once.

Cook Books given to customers at once.

nership, are conducting an energetic stove campaign. They held a demonstration beginning around the latter end of August, which proved a great success. Large crowds attended every day and the interest manifested was very satisfactory.

A novel feature that Johnston & Salsbury have adopted to draw customers is the offer of a cook book to all purchasers of ranges. While the giving of premiums is not always regarded as wise or expedient, the article offered in this

instance is so distinctly in line with the stocks to be sold that the best of results have been obtained.

A WINDOW THAT NEVER SLEEPS.

Montreal, Oct. 4.—The Lacroix Leger Hardware Company, on Mount Royal Avenue have a splendid window for night display at the present time—a window which attracts the passerby, causing him to wonder if he had not better get a lantern so that he may find his way about in the back yard, now that the dark evenings have come.

The lanterns in the window are arranged in pyramid shape, and on the inside of the pyramid are a number of red globes in which are placed incandescent lights. A mechanical device inside has been so arranged that these lights switch on and off, making the lanterns by turn stand out in ruby colors, and in ordinary white.

Some pausing before the window look only at the lanterns, but many also examine the kitchenware, which has an important place in the display.

TIME PAYMENT PLAN.

North Vancouver, B.C.—Paine & McMillan are offering time inducements in their stove department. The scale that they adopt for time payments is \$10 down and \$10 per month. The advantage of this arrangement, from the standpoint of the dealer, is that the stove is soon paid for and there is in consequence less danger of losses.

DEMONSTRATIONS AT GODERICH.

Goderich, Ont.—Demonstrations at two of the local hardware stores, have attracted a great deal of public interest during the week. At Hunt's hardware store, instructions were given in the use of Moffat's ranges, while two demonstrations were held at the store of the Howell Hardware Co. Mrs. Cavanagh, of Cleveland, was there to demonstrate "Chi-namel," and two representatives of the McClary Mfg. Co., exhibited the cooking qualities of their ranges.

GIVING A MARRIAGE LICENSE.

Castor, Alta.—R. M. Locke is putting on a "Great Grab Sale," in connection with which he is filling his large show-windows with bargains—nothing over one dollar. A feature of the sale, is one window which represents a complete kitchen outfit. Mr. Lock specially calls the attention of bachelors to this window, and offers to give a "genuine marriage license" to the buyer.

HARDWARE TRADE GOSSIP

Ontario.

The factory of the Radiant Electric Co., at Grimsby, will cost \$10,000.

The Steel Trough & Machine Co., Tweed, have opened an uptown display room.

The Plymouth Cordage Co., held their annual exhibition at Welland on Saturday. Several thousand people attended.

Mason & Dale, Bowmanville, had a stove exhibit in the fall fair there, also making an exhibit of tires and rubber products.

The fourth annual Cordage Fair, conducted by the Plymouth Cordage Co., at Welland, was held last Saturday, and was a big success.

W. Lloyd, a clerk in the store of the East Toronto Hardware Co., was struck in the eye by a half-inch wire nail and received a serious injury.

Mr. Conrad, of Conrad Bros., Waterloo, was in Toronto on business, this week. During the recent election, Mr. Conrad was a prominent booster for his competitor W. G. Weichel, and he is greatly pleased with the results.

The Cobourg Town Council are considering an offer from an industry manufacturing tacks, nails, and rivets to establish their factory here. They ask the town to guarantee their bonds to the extent of \$65,000, and in return offer to erect a \$120,000 plant employing from 200 to 500 hands, they to repay the bonds with interest in twenty years.

The partnership which has existed between E. J. McIntyre and H. Edge, who have been conducting a hardware business at Seaforth, under the firm name of McIntyre & Edge, has been dissolved. Mr. Edge has purchased Mr. McIntyre's interest, and will in the future have full control of the business. Mr. McIntyre will shortly move his family to Hamilton.

Western Provinces.

F. M. Nichol is starting a hardware store at Sturgis, Sask.

The Imperial Oil Co. will build a branch at Stettler, Alta.

W. W. Douglas has started in the hardware business at Briencrest, Sask.

John Haibeck is putting in a full and complete line of hardware, at Chin, Alta.

Alfred Webster, Russell, Man., has bought a hardware business at Montmartee.

The machinery for the Linseed oil mills at Medicine Hat, has arrived, and is being rapidly installed.

The Ault & Wiborg Co., Toronto, will establish a branch in Winnipeg, with F. O. W. Green as manager.

B. A. and P. O. Paulson have purchased the hardware stock of J. A. Kirkpatrick & Co., Bawlf, Alta. They will take possession at once.

D. D. Campbell has disposed of his business at Fillmore, Sask., to Chas. McClochlin, of Moose Jaw.

G. H. Rix has severed his connection with the Wallace Hardware store, Wetaskiwin, and has gone to Edmonton.

B. Wilence, one of the partners in the Transcona Furniture and Hardware Co., Transcona, has opened a general store there.

A fire in the warehouse of the Calgary Paint and Glass Co., Calgary, resulted in damage to the extent of \$400, the loss being principally in cut glass.

The Kelowna Hardware Co., Kelowna, B.C., have now practically completed the remodelling of their store. The firm are also carrying sewing machines, pianos and organs.

T. S. Rank, Aurora, Ont., who until last fall, was in the hardware business at Glen Ewen, Sask., is at present on a trip to the West, renewing acquaintances at Oxbow and Glen Ewen.

R. P. McLennan, head of McLennan, McFeely & Co., wholesale hardware merchants, of Vancouver, spent part of last week on a visit to his brother, J. P. McLennan, at Revelstoke, B.C. Mr. McLennan was on his way home to the coast, from a trip to Toronto.

The hardware firm of Denmark & Burton, who are the successors of James Munro, Chilliwack, B.C., are transforming the interior of their store. The office has been moved to the rear to make room for three fine new silent salesmen which are expected to be in place this week. The front portion of the store is now brilliantly illuminated by two 150 and two 60-candle power lights.

Maritime Provinces.

Among the exhibitors at the Woodstock, N.B., Fair, were H. E. Burt and W. F. Dibble & Sons, both firms showing an extensive line of ranges and heaters.

The hardware business of James Simmonds & Co., Dartmouth, has been formed into a corporation, and will be known as James Simmonds Ltd., with Mr. Simmonds as president. A store will also be conducted at Halifax.

Quebec.

Mr. J. Julien, of Point Range, was in Montreal for a few days.

Mr. J. B. Gangeon, of St. Jerome, made a hurried trip to the city.

Mr. J. A. Asselin, of St. Felix de Valois, has been in Montreal on a buying trip.

Mr. Herman, of Herman & Dover, Chalk River, spent several days in Montreal early in the week.

Mr. L. Beaudry, of Point aux Trembles, called on a number of Montreal wholesale houses on Tuesday.

The needs of his store brought Mr. Max. Handfield, of Vercherre, to Montreal this week. The same reason accounts for the presence of Mr. Demeny, of the same town.

Mr. F. O. Lewis, of Lewis Bros., arrived in Montreal, on Tuesday, after a lengthy stay in England. It is expected that he will remain in Montreal for some little time now.

Mr. J. C. Pendray, of W. J. Pendray & Sons, Limited, Victoria, B.C., has been in Montreal for a few days attending a meeting of the soap manufacturers. Mr. Pendray has interests in this line as well as in hardware.

J. B. Learmont, who for the past four months has been touring Europe, sailed from Liverpool for Montreal on Friday, October 6. Immediately upon his arrival some necessary changes in the staff of Caverhill, Learmont & Co., will likely be made.

Others paying visits on the jobbers during the week were: Em. Rousseau, of Nicolet; O. Rouleau, St. Tite; A. Desjardin, St. Joseph du Lac; J. Laberge, Beloeil; K. Monohan, St. Lin; J. B. Damour, Ste. Philomene, and C. Besson, St. Vincent du Paul.

AN EARLY CLOSING BY-LAW.

Caledonia, Ont.—The Village council have enacted a by-law providing that all retail establishments in the village shall close at seven o'clock every business day, except Saturdays, and days immediately before public or municipal holidays. The by-law is to come into force on October 23rd.

BIG NEW STORE AT NORTH BAY.

North Bay, Ont.—The new hardware store of the Cochrane Hardware Limited, will be 36 x 132 feet in size, three storeys high. The front will be of pressed brick, and the total cost of the building will be \$20,000. The contract for erecting this fine store has been awarded to Henderson & Hughes.

WHAT HARDWARE CLERKS ARE DOING.

A. I. Holden has severed his connection with the Schwanz hardware store, Rocanville, Sask., and accepted a position as manager of the Manitoba Hardware & Lumber Co. branch at Rivers.

Cecil Hollands who has been with the Millar Hardware Co., Portage la Prairie, Man., for some time has left for Edmonton where he has accepted a position with a large hardware firm.

The Western Hardware Market Situation

**Cold Snap Causes Serious Damage to Unharvested Crops
—Heavy Rains Impede Travelers on Their Routes—This
Week's Business Rather Poor.**

Winnipeg, Oct. 2nd.—A feeling of depression prevails over the West this week owing to the continued wet weather which is existing. For the last five days a steady rain has been falling accompanied by dark cloudy weather. This following on the cold period of last week, with snow and severe frost in many sections, has seriously delayed harvest operations and as a result there are yet many thousand of acres to be cut in various sections of the West. The loss due to delay in harvesting, which will affect the grade as well as the yield of wheat, is recognized as serious, and estimates ranging into millions of bushels have already been made. Reliable information as to exact conditions is hard to get, but all evidence points to a serious loss.

Trade during the week has been delayed somewhat on account of the condition of the country roads. Many travelers have been tied up in towns and compelled to wait for trains instead of driving. While, however, the prospect is not as bright as it was four weeks ago there is no doubt that a much increased volume of trade in comparison with last fall will be carried on.

The feature of the trade this week is the announcement that a war is to be waged among barb-wire magnates. In previous years the barb-wire market of the West has been handled by the jobbers and wholesalers of Winnipeg. This fall, however, the Pittsburg Steel Co. which has been the chief source of supply formerly, announced that they intended to handle the retail trade direct. The result is that an agreement has been arrived at between the local jobbers and wholesalers whereby they secured other supplies and intend to meet the quotations of the Pittsburg steel, or in the words of one wholesaler, "Go after them hard."

The barb wire situation is rather unique. About twenty thousand tons are brought annually during the summer to the head of the great lakes, Port Arthur or Ft. William, before the close of navigation. Orders are taken all summer and autumn, and then the supplies are sent out in the winter. In fact this entire amount is always shipped out before May 1st in order to make room for the arrival of new supplies.

The total consumption of barb wire fails to show any considerable yearly increase owing to the fact that woven wire is being used extensively in the

older settled parts of the province. New districts still used barb wire, when any is used, but one can drive for hundreds of miles without seeing any fences at all.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—\$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Clevises—7½c. per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24 \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe—¾ in., \$3.25; ½ in., \$4.05; ¾ in., \$5.00; 1 in., \$7.20; 1½ in., \$9.80; 1½ in., \$11.80; 2 in., \$15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6 \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent. smaller lots, 35 per cent.

Iron Pipe, Black—¼ in., \$3.15; ½ in., \$2.30; ¾ in., \$2.35; 1 in., \$3.15; 1½ in., \$3.80; 2 in., \$5.45; 2½ in., \$7.45; 3 in., \$8.95; 4 in., \$11.55; 5 in., \$18.40; 6 in., \$24.15; 8 in., \$32.25; 10 in., \$36.75; 12 in., \$42.50; 14 in., \$47.90; 16 in., \$61.50; 18 in., \$95.50; 20 in., \$118.

Logging Chain—¼ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Pig Lead—\$4.75. **Lead Pipe**—\$5.75.

Lead Waste—\$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9c.

Sheet Zinc—Casks, \$8.75; broken lots, \$9.25.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I. C., \$9.75; I. X., \$11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, \$10.25; ½ box, \$5.50; I. X., full box, \$14.25; ½ box, \$7.50; 20 x 39, I. C., full box, \$13.50; ½ box, \$8; I. X., full box, \$15.50; ½ box, \$9.

Tinware, Etc.—Pressed, retinned and plain 75 and 2½; pieced, 25; japanned ware, 35.

Wire—Barbed wire, 100 lbs., \$3.05; plain twist, \$3.40; staples, \$3; annealed wire, base, \$3; oiled, 10c. extra; bright iron \$3.20 base; brass spring wire, base, 23c; plain galvanized iron, Nos. 6, 7 and 8, \$3.50; No. 9, \$2.90; 10, \$3.60; No. 11, \$3.70; No. 12, \$3.10; No. 13, \$3.40; No. 14, \$4.25.

Wire Nails—per 100 lb. keg, \$2.80, Winnipeg.

Paints and Oils.

All lines are moving freely but no special feature is noticed this week. Turpentine and linseed oil are both firm, the latter at .85 per gal. in barrels, and .95 in small lots, and the former \$1.15 per gal. for raw, and \$1.18 for boiled. Stocks of linseed oil are pretty heavy and mills still closed. No flaxseed of any amount is being received yet.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 78.

MONTREAL.

Montreal, October 6.—The rise in tin noticed as soon as the Banca sale was over, continues this week. There have been some rapid changes. Monday there was a drop in the London market, but this did not last long, the quotations on Tuesday morning being £3 higher than they had been at any time on Monday.

Lead continues scarce. The general opinion is that this is due to the war scares which are causing the various powers to lay in large supplies of this metal.

With the exception of tin and lead, the market remains quiet, though a heavier demand is reported for spelter than there has been for some time.

Tin.—Metal men admit their inability to anticipate or account for the fluctuations in this stock. The whole supply is in the hands of a few men, and they manipulate at will, to the end of securing better buying or selling prices. At present the high prices of last week hold. The demand is considerably stronger than last week. Quotations generally given for fair sized orders are: \$43.50 to \$44.00.

Antimony.—A steady demand is reported. The orders are generally rather small in size, and can easily be filled. Prices range from \$8.00 to \$8.25.

Lead.—After easing off the market has risen again the heavy demand having naturally brought about the higher prices. Figures quoted this week are \$4.10 and \$4.35, quite an advance on those of but a few days ago. Rumors of wars are generally given as the cause for this advance, though the natural demand for lead is greater now than it has been in the past, and the prices naturally rise as a result. Even a higher level, some predict, may be reached within a few weeks.

Spelter.—Here the increase in demand has been marked. At the present time there is a shortage in Europe, and the resulting exportation has brought a rise in the prices. The supply on hand is quite sufficient to enable orders being promptly filled.

Copper.—The situation in this line is dull. Orders coming to the various houses are small. There seems to be a general lack of confidence in the primary market. As far as the future goes, even the closest students of the market hesitate in giving an opinion. From the little that is said, however, it is evident that a change for the better is not expected in the immediate future.

Pig Iron.—Foundries preparing for their winter's work are ordering in good quantities, but hardly as largely as had

been expected. Usually at this season there is a rush to get in a stock before navigation closes, as by using water transportation considerable sums of money can be saved. This rush is not felt as yet. What is causing the slowness in ordering cannot definitely be known, but some are attributing this to the elections, which have set back all lines of activity to a certain extent.

The quotations on Old Country iron are: Middlesboro No. 3, \$18.00; Summerlee No. 2, \$20.00; Cleveland No. 1, \$18.75; Jarrow, \$17.75.

Old Materials.—At the present time the demand is rather dull, partially due to dullness in the United States market, which has resulted in material being brought across the line. A good deal of cast iron also is being brought in from England. Wrought iron is now selling at \$13.00 a ton, but the indications are that the price will fall. Stove cast iron is quoted at \$13.00, while machinery iron is going at \$16.00 a ton.

TORONTO.

Toronto, Oct. 6.—There is no spectacular feature about the local metal situation this week. A good even trade is being done—more, in fact, than was being done at this time last year—but the past few days have been singularly devoid of interesting aspects, especially coming so soon after the pyrotechnics of tin, lead and other metals, not many weeks ago.

The United States situation is still the bugbear of the trade. Conditions across the line are really about as bad as they have been all year, and even the most optimistic reports from U.S. metal experts, do not forecast any early return to industrial prosperity, and a large metal consumption.

On the whole, metal jobbers here cannot but regard the state of affairs as somewhat unsatisfactory. Even though Canadian industries are busy and are using more raw material than in former years, competition for their business, especially in view of slackness in the United States, is unusually keen, and profits are exceedingly narrow.

Tin.—The price, since last week's report, has advanced 1 cent, and local jobbers are quoting 44 cents per pound. The Syndicate are still in absolute control, and outsiders are at a loss to know what is going to happen next in the tin market.

Antimony.—The situation has improved somewhat so far as demand is concerned. Some little business is be-

ing done, but not sufficient to justify an apprehension, of higher prices. Quotations, however, are quite firmly held at the figures which have ruled for several months.

Lead.—Conditions remain about the same as last week, although the shortage is not so acute. Prices are unchanged.

Plates and Sheets.—Sorting orders are coming to hand freely enough, showing that activity in building circles has eaten up most of the stocks in the country districts. As yet, there has been no booking of contracts for next season's requirements.

Copper.—This is one of the most unsatisfactory metals on the list. There is plenty of copper being shipped out all the time, but the business is very irregular and orders, for the most part, are of the hand-to-mouth variety. Moreover, prices are cut very fine, and nobody seems to be making anything in handling this metal.

Pig Iron.—A fair business is being done as all the foundries in this district are very busy. Local prices are: Canadian Foundry No. 1, \$19 and No. 2, 50 cents a ton less. Old Country iron is quoted at \$19.50 for Middlesboro No. 3, and \$20.25 for Clarence No. 3; Summerlee No. 2 is \$22, and Cleveland No. 1, \$20.50. Jarrow and Glengarnock irons are at \$20 and \$22 respectively.

Spelter.—Stocks are still none too heavy, and conditions remain unchanged. The price is the same as last week.

Old Metals.—There is a good deal of trading in old materials just now. The prices given by Toronto dealers are as follows: Heavy copper wire, 10½¢ to 11¢; heavy yellow brass, 7¼¢ to 7½¢; heavy red brass, 9¼¢ to 9½¢; heavy lead, \$2.90; light copper and bottoms, 9¼¢ to 9½¢; tea lead, \$2.40; machinery cast iron, No. 1, \$14; No. 1 wrought, \$10; malleable No. 1, \$8 to \$10; miscellaneous steel, \$6 to \$7; stove plate, \$11.

HARDWARE STORES AHEAD OF THE RAILS.

Milden, Sask.—C.P.R. steel passed this place last Monday, but it already boasted of two hardware stores, thus living up to the record of nearly every new town in the West.

The C. Mills & Son hardware store, is also the post office. Mr. Mills was one of the first settlers in the Milden country, and the name of the town was changed from Tisbest, to Milden, in his honor. Mr. Mills is president of the Board of Trade.

F. L. Gimby opened a tinshop, and put in a stock of hardware, last fall. He has a building 25 x 115 feet.

HARDWARE MARKETS

MONTREAL.

Montreal, October 6.—Goods which will be in demand when the winter season sets in are being ordered by the dealers now, but there is great activity in other lines as well. The after effects of the election are being felt—and the after effects are many and large orders. Dealers who have had their attention taken from their regular work are now seeing that they must rush their demands that they may have the goods with which to meet the people's needs.

Cutlery is moving briskly at this time. October and November weddings are held responsible for this, for presents of good knives and forks are in great favor in this age when the useful present is liked better than the one that is merely ornamental.

Household Goods.—Large orders are being received. Especially is there a demand for meat choppers. The time of the year has arrived when it is possible to keep chopped meat. Also the approach of Thanksgiving Day brings thoughts of mincemeat to the housekeeper's mind, and to make homemade mincemeat, meat choppers are necessary. The call for preserving goods has about ceased but still there is a good demand for kitchen furnishings.

Seasonable Goods. — For articles which come under this head the demand is exceedingly large—much larger than it has been any week during the past month. Weather strip is being purchased by dealers in all parts of the country. Building paper is wanted, especially in the northern districts, where trade is secured from the lumber camps. The price for this paper remains low, the Canadian firms being in keen competition with the United States concerns, which benefit about as much by reason of cheaper freight as they are hurt by reason of the tariff. Horse blankets, too, are being ordered in large lots. This is the season when they secure their best sale.

Oil stoves, too, are selling in large quantities now, as the head of one concern said: "The people have been educated to be comfortable, and they want these stoves to take the chill off rooms as yet poorly heated."

Lumbering Supplies.—The call in this line is for axes and axe handles. Cross-cut saws, too, are wanted, as are blankets, cook stoves, heaters, grindstones and the other articles used in these places which often are shut in for weeks.

Heavy Hardware.—The completion of so many buildings make business in this line brisk. Nails, bolts, rivets and screws are needed in large quantities. The jobbers are able to fill the orders promptly.

Builders' Hardware.—For weeks there has been a rush along these lines. It appears the rush will continue for weeks. Window catches, door locks, hinges, pulleys for dumb waiters—all these things are in demand. Orders cannot always be filled immediately. Yet there has been little work held back because of the lack of goods with which to proceed.

Sporting Goods.—Large orders are being received for skates, sleigh bells, hockey sticks, skate straps, and pucks. The approach of winter, of course, explains this. When once snow falls these goods will be in demand, and that the dealers know. Outside of these hockey lines, there is a good call for curling stones and curling brooms. Sweater and leather gloves also are in demand. For the rest, the orders being received are largely of a sorting up nature, dealers ordering a few rugby balls, a few vests and protectors, to supplement the supply they ordered earlier.

Cement.—The great problem which faces those handling this material is a lack of cars. At one firm it is stated that every report received from their factories during the past two or three months has had at the end this phrase: "Lack of cars." The demand is heavy. There is the cement on hand to meet the demand, but to secure transportation facilities—that is the difficulty.

Prices are a little hard to estimate, as for large orders the handlers are willing to shade to quite an extent. But for orders of medium size the following figures obtain: City of Montreal and vicinity, \$1.50, f.o.b., exclusive of sacks. Eastern Ontario, \$1.55, exclusive of sacks.

TORONTO.

Toronto, Oct. 6.—Letter orders, which fell off perceptibly during the election excitement, are again to the fore, and many good specifications have reached local jobbers through the mails, this week.

Perhaps the most noteworthy feature of the trade recently has been the intimidation sent out by Sheffield cutlery manufacturers that they expected, in the near future, to materially advance their prices. It is claimed that the cost of production in the Sheffield district has advanced from 15 to 30 per cent. of recent years, whereas the selling price has been almost stationary. The local trade look for an early advance in Sheffield cutlery and kindred lines.

Builders' hardware of all kinds is very active, nearly every order containing something in this line. It is evident that the tremendous amount of building which Ontario has experienced this year has caught the dealers short of many ar-

ticles required in the finishing-up process. Accordingly, sorting orders of locks, knobs, hinges and similar goods are coming forward in good volume.

Seasonable Goods.—In this part of the country the so-called "snow goods" are not yet leaving the hardware warehouses with any great regularity, although dealers generally are booked for the season's requirements, and will no doubt be sending in their specifications before long. Northern Ontario dealers are already ordering forward sleigh bells, horse blankets, skates and similar lines, but throughout old Ontario hardwaremen appear to be holding back pending the appearance of snow.

Household Goods.—The demand is good for the season, though, as preserving time is practically past, there is little business going now in preserving kettles, self sealers, jam jars and kindred goods.

Lumbering Supplies.—The large lumber companies will before long commence the season's operations in the woods, and there is consequently a heavy volume of orders from the points where the lumber camps are usually outfitted.

Wire Nails.—Business is steady and very satisfactory. Orders are not large, as a rule, but there is a good volume of sorting orders. Prices are firm.

Heavy Hardware.—Conditions in this branch of the business are unchanged since the last report. There is a good movement of moderate-sized orders. Quotations are still as follows: Discounts on carriage bolts, $\frac{3}{8}$ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and $7\frac{1}{2}$.

Wire.—Booking for Spring delivery is already in progress, and a good business is forecasted. Orders for immediate delivery are not heavy.

Builders' Hardware.—This is one of the most active items on the list. Building permits all over Ontario have been making records this year, and there is naturally a heavy call for builders' hardware, now that a good part of the season's work is nearing completion. Locks, knobs, window fasteners and sash lifts are in demand, while there are also heavy orders for barn door hangers and track.

Lead Pipe.—The advance chronicled last week is firmly held, the ruling discount now being 25 per cent.

Shot.—Good sorting orders are being received at the advanced price reported last week.

Sporting Goods.—There is still a lively call for guns, rifles, cartridges and shells. Supplies for all the leading Fall sports such as football, are also being ordered in good quantities. Skates, snowshoes and other Winter goods are not yet being shipped out, though a good many dealers have already booked their requirements for the season.

Stoves, Furnaces and Cooking Accessories

Disposing of Stoves Taken in Part Payment

These Old Models Are in Great Demand, Says a Brockville Dealer—"I Can't Get Enough of Them"—Different State of Affairs in Port Hope, Where Second Hand Dealers Trade With Poorer Classes.

As every dealer knows the second hand stove is an ever present difficulty in the way of effecting sales. What is to be done with the range which the customer is anxious to relegate to the back ground? He wants to get rid of the stove all right, but naturally he wants to get something for it—some allowance on the new range to be purchased. That is where the second hand article closely affects the man handling ranges. What is he to do? Is he to take that old model? What is he to allow on it?

In different places the problem comes with different meanings. Some men, perhaps, have as a class of customers those who would not wish to purchase anything but a new article. Yet these expect some allowance to be made on the range which they are superannuating. They don't know what the dealer will do with the stove, but they feel sure he can dispose of it to advantage.

Could Dispose of More.

And there can be little doubt that the old range is in demand. The only thing which the dealer accepting it in part payment must do is to secure a proper market.

Mr. W. Sheridan, of Brockville, has something of interest to say along this line, declaring that he can not get enough second hand ranges. "I'm constantly being asked for them," he states. "We could get rid of many more than those we take in exchange."

Naturally with such a demand existing, Mr. Sheridan does not feel it any hardship to take an old article in part payment for a new. "Money is to be made out of such a deal every time," he remarked, "providing a reasonable value is placed upon the second hand article."

And here is the way Mr. Sheridan has made his profits out of this line: When a person comes in to buy a good range the price is, perhaps, \$50.

But should cash be offered three or four dollars are struck off that. On the other hand if an old stove is to be taken in part payment, the five, ten, or fifteen dollars to be allowed for it are

deducted from the time price, no matter whether cash is given or not. This at once gives the dealer an advantage.

Absolutely No Misrepresentation.

The old stove once in the store is immediately cleaned and repaired. Then, when a customer objects to the high price of the first-class ranges shown him, he is taken to this old model. He is told candidly that it is second hand. He is told that it has been overhauled; and he is assured that if it does not give satisfaction it will be taken back willingly, and the money paid, allowed on a new range.

Only in two or three cases, says Mr. Sheridan, have these old models been returned. They usually give perfect satisfaction. Indeed many coming to the store ask to see the second hand line, saying that a neighbor of theirs secured one which has given splendid satisfaction.

Entirely different is the situation which the second hand goods are producing in Port Hope, according to the statement of Mr. Alf. Outram.

Mr. Outram is one of those hardware men who do not handle stoves, but he has been interested in their sale, naturally wondering, from time to time, whether he might not profitably add this line to those which he is now carrying.

Opening for Moderate-Priced Range.

"The situation in this town is rather peculiar," said Mr. Outram, when talking with a Hardware and Metal representative. "The men handling stoves stick to high priced goods. They sell a lot too, but there is a certain class here who can not buy expensive articles—Poles and Englishmen coming in here to work in the factories. The second hand men reap a fine profit out of them. They go about and gather in all the second hand stoves in the neighborhood. They fix these up a little and then sell to the newcomers. They get great profits and the purchaser often gets a mighty poor stove."

This situation has made Mr. Outram believe that a cheaper line of stoves

might be handled in Port Hope to good advantage. But to handle stoves requires considerable floor room. It means—or is generally taken to mean—more giving of credit. It might necessitate abandoning some other lines.

Valueless Stoves Exchanged.

Such is the effect which the second hand stove has in these two Ontario districts. In one the business is done honestly and efficiently, and probably all benefit as a result. In another a certain impecunious class pays a fair price for an exceedingly poor stove—for it is said practically useless old ranges are exchanged. Yet from the state of affairs in both places dealers have something to learn. They may see how it would be possible for them to dispose of the goods they must take in exchange, to good advantage, and without spoiling their market for the new, more desirable models. They may also recognize in the Port Hope situation, one like that existing in their home town. This being so they may be led to see an opening for a range of moderate price and of first class servability.

STOVE TRADE ON PACIFIC COAST

Vancouver, Oct. 3.—Naturally in a rapidly growing city the stove trade is in good condition. Nearly all the dealers report large sales. A feature of the trade is the call for the better class of goods. On the Pacific coast just now, times are good, money is fairly plentiful and people in setting up house or in replacing the first-bought, are inclined to get the best. Many ranges are being put in by dealers, the prices of which run from \$55 to \$85, with water connections. Vancouver has a good gas supply, and gas stoves and ranges are also in great demand. This is particularly the case in the large apartment houses, which are becoming such a feature in this city. These are being built in great numbers and in better styles each month. Some are very large, and in each the idea is to make things up to date and convenient. That means the installation of gas ranges, and when it is remembered that 100 of these go into one building it can be seen that the trade is necessarily large. What is wanted is something neat, attractive, without too much ornamentation, yet not without some adorning feature. It has to be substantially good throughout, for being often included in the building

it is not a matter of considered expense.

That good goods pay is the experience of W. C. Stearman. He does probably the largest stove trade in town, and in September put in two carloads into Vancouver homes. Asked how he did this, he said he made a specialty of advertising the range extensively, not merely included in his general hardware advertising. Rather the other way about. If he could attract people to the store to look at the range, it stood to reason that if they required hardware, his name would at once be in their minds. The experiment has proved successful. In varying his advertising he has been able to give the hardware lines sufficient mention. Perhaps the winning point is that if there is any dissatisfaction, the range is replaced without expense to the purchaser, or, if the buyer desires, the money is refunded and the range taken away. There is no arguing the matter. He contends that if the purchaser is not pleased at first she never will be, and he scores by acting promptly. Exceedingly few ranges have been taken out, and where they have, the customer has been retained because of business promptitude.

Naturally, with a good range trade, Mr. Stearman does not give his fullest attention to the heating stove line. In that he has a complaint or two to make which might be of use to manufacturers. He has found that trouble with customers is caused by them returning say the next winter after buying, to get new castings. In cases, these are not obtainable. The style of heating stoves are changed from year to year, he says, and when a customer cannot get a part replaced which will eke out the stove another year or two the dealer gets the blame.

Martin, Finlayson & Mather handle ranges, but this firm makes a specialty more of builders' hardware and general lines. They find the stove trade good in conjunction with their general business.

Kydd Brothers display their stoves on their main floor, carrying lines well adapted to the trade.

Your correspondent was attracted by a special display made by Cunningham's Limited. Readers who examined the show windows of this firm, as illustrated in the recent special number, will understand how Cunningham's can make a good layout of such goods. Several complete ranges were in one window, and would at once catch the eye of the housewife. During the summer months, when hardware business is inclined to fall off a little, they inaugurated a plan of giving a coupon to be drawn for in the fall, the winner to be entitled to a

Kootenay range. The prize being no ordinary one, many new buyers were attracted. It meant that nothing extra had to be paid to secure the range, and even if one were not lucky enough to

win it, one was nothing out. This is one of the methods this firm is constantly adopting to secure new business. They find little trouble with their stoves or ranges.

Sold Forty-Nine Stoves in One Day

Welch & Son, Toronto, Establish a Record—Although Effective Advertising Had Been Done, it was Not a Special Sale—The Firm are Also Out After a Furnace Record.

Toronto, Oct. 2.—Which looks to be a record in stove sales was established on Saturday by A. Welch & Son, 302-4 Queen street west. During the day no less than 49 stoves were sold. If any Canadian retail stove dealer has equalled or beaten this record, Hardware and Metal would be glad to hear from him.

No special sale had been arranged, although the firm had done some unusually effective newspaper advertising during the week. No inducements had been offered, other than the usual terms. The amount of business done was remarkable in other respects. Although sales during the latter part of September are usually brisk, stove men seldom count on getting their best results until well on in October. To sell forty-nine stoves on the last day of September is an achievement of which any firm might be proud.

Welch & Son attribute the rush of business on this one day to the faithfully adhered to policies of the firm. They have always endeavored to give satisfaction, and have kept the interests of customers uppermost. Saturday's big sales can be traced back to a more tangible source, however. On Thursday of last week, Welch & Son capped an effective advertising campaign by inserting half page ads. in the daily papers. One cannot help but attribute a certain share of the credit to this determined effort after publicity. The immediate and striking nature of the results is a tribute to the virtues of good advertising.

A Strong Appeal.

In addition to an attractive layout and cuts, the advertisement, which brought such results, contained a number of strong and pointed arguments. One point was advanced as follows:

"You can't have good cooking unless you have a good stove, and your stove is in use every day of the year. We have studied the stove business in Toronto for twenty years, and find that while there is a limited demand for cheap goods the majority of the people are wise to the fact that the best is the cheapest, and that a trifle more paid for a good article pays many times

over in the end in service, to say nothing of the satisfaction of knowing you have the best there is. After trying nearly all of the different makes of stoves we selected the _____ line of coal ranges manufactured by _____, and the _____ gas stoves as being the best constructed and most economical on the market, and we have had no reason to regret our choice.

Free Trial Offered

"While there are other goods on which we could make more profit, there are none we would care to give our thirty-day free trial guarantee with. Such is our faith in the _____ gas stove and _____ coal range that we will install in your home absolutely free for thirty days any stove you may select, and if at the end of that time you are not satisfied to keep it, we will remove it at our own expense. Could you ask anything fairer? We offer you even better than that. If you decide at the end of thirty days to keep the stove, but find at the end of ninety days that you have made a mistake, and the stove is not as good as you thought it was, we will still take it back and give you your money. Why do we do this? We will tell you why.

Details of Sale.

The offer of a free trial was found to be a good inducement. A number of the sales were made on that condition. Of the forty-nine sales made, a large percentage were ranges and the most satisfactory features of all was the fact that practically all were high grades stoves. "People are insisting on quality goods," declared Fred Ellis of Welch & Son, to Hardware and Metal. "We were never so convinced of this as on Saturday night when the last sale had been made, and we found that few customers had for a moment considered the purchase of a cheap stove."

The sales were handled by five clerks and they were about the busiest men in the city. The work of delivering and installing the stoves took until Wednesday of this week.

After Furnace Record.

Not content with the stove record, Welch & Son are on a fair way to establish a new mark in furnaces. They have been so busy installing furnaces this season that they have already beaten last year's records by a good margin.

The experience of the firm in this field is proof positive of the fact that it is

good policy to refuse to cut prices. Welch & Son have resolutely refused to cut the price on furnaces below the figure which in their opinion enables them to do a good job and thoroughly satisfy the customer. Despite this resolute attitude and the fact that competitors have not scrupled to cut, the firm have been literally swamped with orders. They are at present installing about six furnaces a day.

come by train and pay 25 cents."

Another manager, whose largest orders come from Western territory, states that as far as his firm is concerned, navigation has little to do with the demand. "The dealers have got the greater part of their supply now," he affirmed.

TORONTO.

Toronto, Oct. 6.—Business has reached a stage of greater activity than last week. Dealers are now conducting negotiations and putting in orders by telegram. Letters are apparently too slow and unsatisfactory the way business is going.

Here is a sample of the rush that some dealers, at least, are manifesting. A northern hardwareman wired an order to a manufacturer for a carload of stoves with instructions to ship at once and wire back what had been sent. Part of the order was made up at once and a wire sent to the dealer stating what had been included in shipment. A reply was received instantaneously, cancelling the rest of the order with the explanation that, as the goods were needed without delay, they would have to be secured elsewhere.

Ranges.—The demand for ranges still constitutes the biggest part of the business. Practically all orders now received are for immediate shipment and the manufacturers cannot always strictly comply with the exacting demands of their customers. Although some delays are inevitable, deliveries are still fairly prompt.

Oak Heaters.—The oak heater is causing manufacturers some worry, inasmuch as it is in heavy demand. Dealers are insistent that their orders be filled without delay. A Toronto office received an order for two dozen oak heaters from one dealer this week and an eighteen order from another. The coal heater, quite apparently, is still very much in demand.

Base Burners.—While a good amount of business is being done, the real fall rush has not started yet. Manufacturers state that the demand has of late years been directed toward the cheaper grades of base burners. This fall there has been an active call for the small stoves which are used largely for heating one room and sometimes are used for both cooking and heating.

Gas Ranges.—Although some good sized orders have been placed lately, the demand has now fallen off very appreciably. The volume of business done during the past two weeks has been somewhat of a disappointment, in view of the efforts made to create sales.

Furnaces.—If trouble was found last week in filling furnace orders, the difficulty is still more pronounced now. The demand exceeds the records of past years very considerably.

STOVE AND HEATING MARKETS**MONTREAL.**

Montreal, Oct. 5.—The great month of the year in the stove business has opened, and opened auspiciously. Orders for stoves have been coming on every mail. The manufacturers and the jobbers were rushed before, now some of them report that they have been unable to keep up with their orders. It is a time when the dealer who looked ahead may be pardoned for some self congratulation. Now that the cold weather has made the people feel the necessity of buying heaters, this man is prepared to supply the demand. The man who waited for the demand before he prepared to meet it, on the other hand, may lose some trade. He can hardly expect his eleventh hour order to be shipped at once.

But many of the orders are coming from men who have had a previous shipment, but who now need another. Heaters are in especial demand, but there is a good call for ranges, furnaces and kitchen furnishings.

Collections on the whole are declared good. One man reports some renewals as an indirect result of the elections. "The dealers tell me they have been unable to collect from their customers," he said, "and so they want more time from us. The situation is not alarming. We are being put back about a month that is all."

Ranges.—Since the first of September the demand for this line has been heavy, so heavy that at least one manufacturing concern has given up the production of other classes of stoves that it may turn out more of these cookers. Still the orders are coming in rapidly. At present they are being filled with little delay, but some of the Sales Managers express a fear that they will not be able to meet the demand so promptly in a little time.

Oak Heaters.—Here is where the demand has taken a great leap. Even last week there was but a moderate call for these stoves, now the orders are flooding in. Quebec heaters too are in great requisition. The cold snap has brought home the need of these stoves to the people in all the townships.

Base Burners.—While not in as great demand as the oak heaters, there is a

good call for base burners. They are going almost entirely to the country districts.

Gas Ranges.—The busy season for ranges and heaters is the off season for gas ranges, and yet a goodly number of orders are reported at the various houses. People returning to the city from their country places are having these stoves installed. Then the many apartment houses and flats nearing completion must be equipped with them. It is not a time when a cheap grade of gas stove may be carried profitably, but for the best makes there is a steady, though not a particularly brisk demand.

Furnaces.—As was expected last week the call for furnaces has become so great that the orders can hardly be filled. "We are behind already," remarked one Sales Manager. "I'm afraid we will get further behind as the month advances."

"So far," stated the head of another concern, "we have been able to keep up with our orders. But to do so we have nearly exhausted our reserve stock. We will not be able to ship promptly much longer I am afraid."

All the demand cannot properly be credited to the great building activity. There is a general furnace boom, many having their old heating systems removed and new ones substituted.

Kitchen Furnishings.—Some jobbers report that the demand for these lines is heavier than it has been all summer, and that it is likely to grow still heavier during the next three or four weeks. Others say that the larger orders have been filled, and that only requests for small supplementary lots will be received from now until after Christmas. What the Sales Managers say, apparently depends a good deal upon where they get the greater part of their business.

One man who sells extensively in the lower townships, states that the orders will flood in from now until navigation closes. "Dealers will secure a large enough stock to last them over the winter," he said. "They naturally prefer to get the goods by boat and pay about 10 cents a cent than have them

Our Page for Hardware Clerks

Each Day is an Investment

By Victor Lauriston.

"Well, there's another day gone," remarked my friend, the Hardware Junior, as he closed the door behind him and stepped briskly out upon the street. "And six days just like that make one pay day, and one pay day makes me feel like a millionaire—oh, I don't think."

"And how much do you save from each pay day?" I ask—impertinence being my nature.

"Save? Say, I wish Old Skinnem could hear that. Save! Imagine Old Skinnem paying enough wages for anyone to save anything. Well, I should smile. He's too close to live. I came near pulling out a week ago—had a chance of a job down at Eastwood's. Only trouble is. Eastwood's about as close as Old Skinnem. So I let Billy Jones have the job. Billy's just the sort of fellow to suit Eastwood—always hunting for work, and every minute with his nose to the grindstone."

"And that's just how," I commented, "Billy has been saving ever since he started as a hardware junior—saving, so that he could buy a better job."

"Buy a better job! Why—"

He subsided suddenly, so I guess he glimpsed by meaning. Junior is a thoroughly likeable young fellow, and the minute he comprehends my gospel of investing and saving—investing time and saving ideas—he'll put on a spurt that will make poor, plodding Billy Jones look like a snail trying to race Barney Oldfield.

For there's more to your job than that little table of values which Junior quoted—"Six days make one pay day." Each of those days is an investment. For you, Junior, it's an investment in hardware. And if Junior is ever to do better, he'll have to pull out larger returns for his daily investment than the dollar or two in cash which Old Skinnem pays him.

You have to spend that day—can't help yourself. If you don't spend it on hardware, you'll spend it on something else. You can't save it—there's no way of harnessing that day so that it can't get away from you.

You toss it into the jackpot. What do you pull out in exchange?

What you pull out in exchange for that day depends on how alert you are,

how keen your mental eyesight and how quick your mental grasp. Whatever you pull out in experience or knowledge, in addition to that dollar or two in actual cash, represents your saving. Salt it down. It will be capital saved up when it comes time for you to purchase a better job, or to start in business for yourself. It will be capital which every day—so long as you continue alert and active—will grow and accumulate.

There are lots of juniors who start out with a big splurge, make quite a haul in the first few weeks, and then settle down to live forever after on their accumulated capital. In other words, junior starts in the hardware business filled with surging enthusiasm, for the first few weeks he does everything up brown, is praised by the boss, becomes satisfied with himself—and settles down to live on his past reputation without trying to add to it. He takes the view that a month's success makes a life's success. He has done well, and he imagines it's quite sufficient to go on doing just as well, without trying to do better. He's fished up from the River of Life one or two shiny, wiggling little ideas of salesmanship or store management, and he sits down on the bank and watches them, never imagining that for every minnow idea he's gathered in there's a whale of an idea still in the stream, waiting to be caught, and that the minnows he's landed already are merely the bait for use in catching the bigger fish.

Ideas are the life of trade. They're the dividends on your time investment. They're better and more valuable dividends than the immediate money you pull in, for each idea helps you to pull in more money, and not just once, but right along, day in and day out.

Don't rest content with one bright notion. Reach out for more. And don't wait for ideas and opportunities to come to you. Go after them. Keep your outlook upon the world of business fresh and keen. Be alert, alive, constantly on the lookout. Study the world about you. Study the methods of other people, in your own and other lines of trade.

This very day is an investment. See that you draw from it in dividends a big, new idea, full of potential earning

power—that you make a substantial addition to your mental capital. Determine that each day you'll gain something new—some improvement, some novel selling idea, something hitherto untouched in advertising or window display, some inspiration to better work.

Each day is an investment. Make it pay dividends in knowledge and experience one hundred per cent.—or over.

STOVE WINDOW CONTEST EXTENDED.

Saturday, September 30th, was the last day for receiving photos and descriptions in the Stove Window Display Contest, announced in Hardware and Metal some time ago. However, it has been found that the date mentioned, was too early for most of those who desired to enter the contest.

In many cases, owing to the congestion of orders at the foundries and distributing warehouses, expected shipments have not yet come to hand, and dealers have been delayed in starting their fall stove campaigns. Moreover, the intervention of the elections somewhat unsettled matters in most hardware stores.

Consequently, it has been decided to hold this contest open until October 28th, so as to enable all who are interested, to compete. In order to be fair to all, any who have already sent in their photos and descriptions, may revise them if they so desire.

It should be understood that prizes will be awarded not so much on the photograph, as on the idea underlying the window display. If it is impossible to have a good photograph taken, a rough sketch indicating the general plan of the window and bringing out its salient features, will be acceptable.

Let every clerk who reads this page, study out some good idea for a sales-winning stove window. Develop the idea into an actual display, then sit down and write a description for Hardware and Metal's stove window contest. Have the window photographed, or, if you cannot secure satisfactory results from a photograph, send in a sketch of the window, and Hardware and Metal's art department will fix it up so that a cut may be made from it.

Conditions of the contest will be found in Hardware and Metal, issue of September 9th.

Methods of Retailing Paints and Varnishes

A Legitimate Mail Order Business

By Specializing in Painters' Supplies, R. H. Bradfield, of Morrisburg, Draws Business From a Wide Area—Handles Goods for Mail Orders Which are Not Kept by Hardwaremen, Whose Business is Purely Local—Could Others Profitably Adopt Some Such Plan?

Morrisburg, Oct. 4.—Much is said against the mail order business. There are those who claim this undermines trade in the smaller places. Some have gone so far as to urge legislation making such selling and buying illegal. But whatever may be said for and against the system as usually carried on, it seems that Mr. R. H. Bradfield, of this town, is using the post to advance his own interests; to advance the interests of those to whom he sells; and to damage not in the slightest the retail dealers in those districts where his customers live. Mr. Bradfield handles over the mails only specialties such as the ordinary hardware dealer does not carry, but such as many painters want.

Supplying a Want.

For some time Mr. Bradfield has been interested in painting goods. He came to see that there were many articles which painters wanted, but which he could not supply. That led him to realize that other hardware men would find themselves in a similar position, and that, therefore, if he handled these specialties he would be able to draw legitimate trade from a wide area.

That was the start of this mail order business which has now grown to such proportions that Mr. Bradfield considers it one of his most profitable ventures.

The system is simple in the extreme. By watching what the painters want, and by anticipating what they are likely to want, Mr. Bradfield secures a wide variety of painters' equipment. These he briefly describes in a catalogue which he circulates among painters and hardware men too, in all parts of the country. Sometimes when he has got a new appliance which he thinks will be of especial interest, Mr. Bradfield prepares a special pamphlet, setting forth the uses, advantages, and cost of this article.

Returns Come Quickly.

The returns from such an advertisement come quickly. Wholesale houses handling such new lines are able to sell them of course, but they wish to sell in fairly large quantities. They there-

fore sell to Mr. Bradfield. He, in turn, sells to the painter, who wants only one or two articles. To dispose of a stock this of course means a number of orders received, and a great many parcels sent out. That necessitates a great deal of work. Preparing the catalogues in the first place is a heavy task. Sending these out is not so hard for the mailing list is carefully revised and only the good names kept upon it. Still correspondence, which forms a necessary part of every mail order business, does require a good deal of time.

Utilizing Spare Hours.

Yet, as Mr. Bradfield says, the mailing can be attended to during lulls in the store. In every small place there are times during the day when but a few people come in to make purchases. Those hours are devoted to the mail order business.

The returns received make the time expended seem worth while. Those purchasing are willing to pay a reasonable price for the articles, thus allowing a fair profit. Moreover, they are satisfied with what they get, and a satisfied

customer is the pleasantest as well as the most profitable with whom business may be done.

Where Orders Come From.

Orders have been found to come from the most unexpected places. Many are received from Montreal. Many from Toronto. Many others from Ottawa. But from all parts of the country, from Quebec and from Western Ontario, requests for delivery of some article described in the catalogue are received. Mr. Bradfield is meeting a demand which the hardware merchant who does only a local business can not meet. It would not pay a dealer to purchase some specialty if he would sell only one. He would, moreover, have difficulty securing said specialty from the wholesalers. But by getting a lot of these single demands, Mr. Bradfield makes an aggregate which results in a profitable business.

This idea might well be carefully considered by other dealers. They cannot use an ordinary mail order system to compete with dealers in other places. Probably they would not wish to do this if they could. But it is possible to specialize in one line; to get a stock which the dealer whose business is purely local could not profitably keep. They can thus draw outside business, and do good to some and harm to no one.

How Paint Labels Help Paint Sales

Improvements in Designs and Colors of Labels—Paint Stock Now an Attractive Feature of Any Store—Prominent Place May Safely Be Given to Paint Department—Sales Increase When Stock Is Easily Seen.

A few years ago—not so very many either—you would naturally look for the paint department away at the back of the store, around in some dimly lighted corner, or even in the cellar. Now, it is not seldom that the paint stock is displayed right up in the front of the store, where the methodical array of paint cans is almost the first thing that arrests the attention of the customer. There has been a quiet revolution in the methods of marketing paints, of late years, and one of the most noticeable phases of this revolution has been the gradual promotion of the paint stock from behind the rear-most counters, to positions of prominence.

Of course there are reasons for the regard in which prepared paints are now held by the hardwareman, as compared with their previous neglect. A very potent force has been the realization that real money is to be made out of this line, when it is properly pushed. The articles in Hardware and Metal's paint pages driving home the idea that paints should be pushed, have aroused dealers who hitherto saw no special opportunities for profit in their paint shelves, and the suggestion that the paint stock should be more conspicuously displayed, has been eagerly adopted.

Another thing which has helped to bring about the promotion of the paint

department, has been the improvement in paint labels. In years gone by, the average can of prepared paint was calculated to give its beholder a fit of the blues. Its label was designed in sordid colors, and the execution of this design rarely exhibited good workmanship. The idea probably was to get up a label which would not show dust. The hardwareman seized the idea, and gave his paint cans every chance to collect dust in his basement or in some out-of-the-way corner. At any rate, the appearance of the label was not such as to warrant the dealer in setting aside the best location in his store for paints.

However, little fault can be found with paint manufacturers now-a-days, along this line. Nearly every firm in the business is now putting out prepared paints in packages which are as attractive as almost any line the hardwareman carries. Only to-day, the writer had occasion to pass two or three window displays of as many different makes of prepared paint. He could not resist being struck with the neat and attractive label in such case. The displays were worthy of any window, or of any part of the store.

Make the Labels Talk.

It would be folly for the dealer to hide such attractive packages, in some dark corner of his store. Many hardwaremen have recognized this, and they have brought the paint stock out where the clean bright labels have a chance to talk to every customer.

A favorite location for the paint department in progressive stores, is near the door, so that customers can drop in for a can of paint and get out with little or no delay. Hardwaremen who have two entrances, are particularly well fixed, for such an arrangement, as they can make a paint display near one of the doors without dislocating the cutlery, silverware and shelf hardware which are usually placed at the front of the store.

Not long ago a large Montreal hardware store, having entrances on James and Notre Dame Streets, moved their paint department from a somewhat obscure location along one side, to the Notre Dame St. entrance. The paint business was doubled in no time. Many new stores, built on corners, are reserving the space at the side entrance for their paint stocks, and they soon find as many customers coming in the side door as the main entrance.

One of the secrets of a successful paint business, is to put the stock in a convenient and conspicuous position. The attractive labels of the present day, encourage this tendency and thus, indirectly, are an important agency in promoting more paint sales.

SALES CREATING WINDOW.

In the last issue of Hardware and Metal reference was made to the methods pursued by Christie Bros., West Toronto, in the conduct of their paint department. Herewith is shown one of the paint windows of this firm, which was designed and arranged by E. R. Giffin.



A Paint Window Shown by Christie Bros., West Toronto.

It attracted much attention and, as a stimulant of fall business, was eminently successful.

Christie Bros. believe that the use of the store windows is necessarily a part of every paint campaign, and they attribute much of their success to their systematic use of this medium.

FIRE IN VANCOUVER PAINT WAREHOUSE.

Vancouver, B.C.—A serious fire last week in the paint and varnish warehouse of Henry Darling, Cordova St., Vancouver, caused the fire department considerable trouble before it was extinguished.

The real cause of the fire is unexplained. One of the warehousemen was engaged in drawing a can of roofing paint from a barrel located in a temporary shed at the back of the warehouse, when, without apparent cause, the running paint ignited, and the operator was hurled several yards away, with stunning force, against the side of the temporary shelter.

The firemen responded promptly to the alarm, and, by pouring chemicals upon the blazing paints, and directing streams upon the burning building, the fire was soon under control.

The warehouseman in question stated that he used no light when transferring the paint from the barrel and he is quite at a loss to understand how the fire occurred. On being questioned, he admitted that he turned on the electric

light, but the fire chief does not think this had anything to do with the outbreak.

The damage is very extensive. Large stocks of paints in cans and painting paraphernalia were badly scorched and rendered unfit for sale. The buildings to the rear were practically gutted.

NEW PATENTS GRANTED.

The following is a list of patents granted by the Canadian Patent Office, Sept. 12, 1911, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., 6 Elgin St., Ottawa, Canada.

135,486—Jno. N. Goodall, Portsmouth, N.H., pipe couplings. Goodall Mfg. Co.
135,527—E. B. Brink, New York, N.Y., wrenches.

135,528—R. M. Brown, Corbyville, Ont., hinges for gates.

135,535—R. F. Cordero, Rubio, Tachera, Venezuela, front vehicle suspension.

135,546—H. Fletcher, Spring Hill, Brisbane, Queensland, Australia, combined smoothing and glazing sad irons.

135,550—R. Olgible, Vancouver, B.C., pipe clamps.

135,574—Geo. W. Packard, Deadwood, S. Dakota, door fasteners.

135,588—Jno. Starr, Jr., Ottaway, combination locks.

135,590—C. Turgeon, St. Charles, Que., combination locks.

SILVERWARE FACTORY FOR ALLISTON.

Alliston, Ont., Oct. 2.—The property owners of Alliston to-day almost unanimously carried a by-law granting a fixed assessment for ten years and a free water service to Deiries Woodman Company, who will establish a silverware factory here. In a total vote of 284 only five votes were recorded against the by-law. The factory is in course of construction and will begin operations January 1.

Wise Dealers Handle the ML Line Because They are Honest Goods That Build Trade.

ML Paints—make good because they are made good—there's 19 years of practical experience mixed into them. ML Paints defy weather and last, and last, and last!

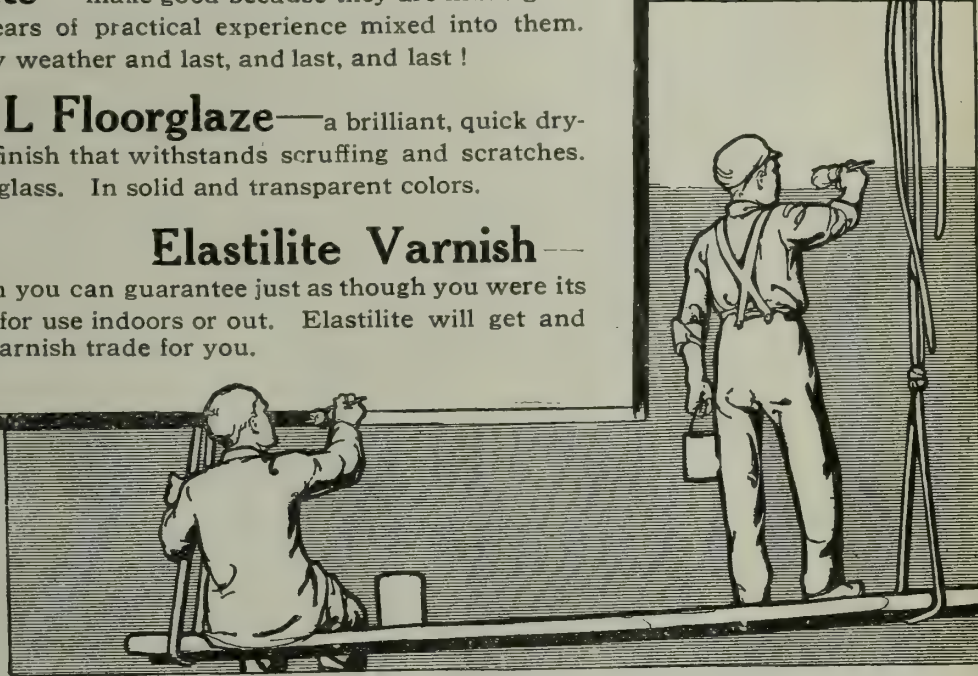
ML Floorglaze—a brilliant, quick drying, flint hard finish that withstands scruffing and scratches. Washable like glass. In solid and transparent colors.

Elastilite Varnish—the one varnish you can guarantee just as though you were its maker. Good for use indoors or out. Elastilite will get and hold the best varnish trade for you.

SAMPLES FROM

**The Imperial Varnish
& Color Co., Limited,**

6-24 Morse St., Toronto
108 Princess St., Winnipeg
524 Beatty St., Vancouver



It pays to handle varnishes of a manufacturer who considers your business when making his selling plans.

Figure Co-operation by Results

“DOES that co-operation sell varnish for me?” That's the acid test question to ask, when buying varnish.

Pratt & Lambert profit making co-operation sells varnish for you. It gets right to the varnish users. Reaches millions of people through the great leading magazines.

Window and store display matter, booklets, color cards, sample panels—strong in selling value—help you sell.

“61” Floor Varnish, Vitralite, The Long-Life White Enamel, “38” Preservative Varnish, and Spar Finishing Varnish—all profit ring-leaders are being consistently advertised.

Pratt & Lambert co-operation is *working in your territory now*. Is it working for you?

Cash in. Measure co-operation by results.

Let Pratt & Lambert send one of their salesmen to call on you; or write you, giving complete information on the Pratt & Lambert Proposition. Write. Do it now.

PRATT & LAMBERT-Inc.

VARNISH MAKERS

24 COURTWRIGHT STREET, BRIDGEBURG, ONTARIO

NEW YORK BUFFALO CHICAGO FACTORIES
BRIDGEBURG, CANADA LONDON PARIS HAMBURG

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Oct. 5.—From all parts of the province and from the outside districts with which business is done, large orders are coming to the local houses. The quieting effect which the elections had, has given place to a general briskness, the general condition being quite as good as was expected.

For petroleum the demand is particularly heavy at present, dealers being intent upon laying in a supply for the months when much oil is burned. This tends to make the market strong.

Still the demand for glass is exceedingly heavy, and still an advance is predicted as soon as navigation closes. Linseed oil remains steady, but here, too, indications point to a rise before many weeks pass.

Turpentine.—The market is firm and prices stand at the advanced figure of last week. Though all the firms are willing to shade a little for large orders the general quotation is 74 cents a gallon in barrel lots.

White Lead.—Large orders are keeping the market strong, indeed there is a general feeling that prices will advance. Since the last increase, dry lead has taken another ten cent jump. "One more such leap, and the price of white lead ground in oil must rise," say those handling it. Present quotations are: One ton lots, \$6.15; five ton lots and upward, \$6.00. For shipments of less than a ton, \$6.30 is asked.

Putty.—The strong call for glass, and the great amount of work being done on house interiors keeps up the demand for this line. Prices have not advanced, the quotations being: Bulk, bbls., \$2.20; bulk, cwt's., \$2.45; bladder, bbls., \$2.70; bladder, cwt's., \$2.80; 25's, loose, \$2.25; 25's, cased, \$2.70; 12½'s, cased, \$2.90.

Linseed Oil.—The fluctuation which has been noted of late in the price of linseed oil, is attributed by some to the different rates at which jobbers have bought. Some got their oil at a better figure than others and can afford to undersell them. This has tended to prevent the adoption of any solid price schedule. The quotations remain as last week, \$1.01 for raw, and \$1.04 for boiled oil. It is thought possible there may be an advance upon this, for there seems a question if there is seed enough on the primary market to go around until the Argentine crop comes in.

Glass.—Last week the demand was out of proportion to the supply. It is so now. Orders are coming to the various houses in large numbers, and even while these are arriving there are old orders on the files which have not yet been filled. Much is coming in from

Belguim, but not enough to enable the filling of all orders.

"I do not see how all the glass that is ordered can possibly be brought in before navigation closes," remarked the head of one large establishment. "The delay caused by the English strike was too great. If the supply does not get here," he added, "there will certainly be a rise in prices."

Prepared Paints.—The call for this line has been especially good during the past week. Election excitement caused a certain falling off in trade. Travelers could do little. Some houses did not send their men out at all. Farmers were thinking of the coming contest and not of painting their houses and barns. But with the closing of the polls came the change. Men have got back to work and from the dealers are coming steadily orders for paint. This promises to be a much brisker season in this line than was last fall.

Petroleum.—Here business is brisk. Fall is the time of year when the largest orders come. Dealers wish to secure a stock which will in some measure meet the winter demand before navigation closes. They can make a saving on transportation charges which, if the order be at all large, is quite worth while. Prices remain as last week, the quotations being: Sarnia prime white, 14c.; American water white, family safety, 15c.; Pratts' astral, 19c.

TORONTO.

Toronto, Oct. 6.—A good general business is being done in paints and oils, and both jobbers and manufacturers report that they are well pleased with the orders they are receiving.

Prices throughout the list, have been steady during the past week. No changes are reported, although surprise has been expressed in some quarters, that no advance has occurred in white lead ground in oil. It was thought that this commodity would not long remain at the old figures, considering the scarcity and high price of pig lead, as well as the recent advance in dry white lead.

As is to be expected, the demand is chiefly for such goods as are used in interior decorating. The sale of prepared paints has fallen off, and the general run of orders for this line are in purely sorting up quantities. Business in other lines, however, is brisk enough to offset the seasonable dullness in mixed paints, and October promises to be well ahead of the same month last year.

Linseed Oil.—In regard to linseed oil, there does not appear to be any prospect of a reduced price for the present,

as the price for flaxseed, instead of declining as some had anticipated, on account of the probable large crop in the northwest, has advanced the last few days in Winnipeg, no doubt occasioned by Americans buying seed to make up for the shortage of the crop in the northwestern states. If crushers in Canada were to make the ordinary profit that some manufacturers think ought to be made in the business, they would be obliged to advance their price for linseed oil. The local price remains the same as last week.

Turpentine.—The market has remained very steady at Savannah and Jacksonville, no advance having taken place for the past week, although some had predicted that such would occur. It is now stated that it has been very warm for the latter part of September in the southern states, and that more gum than usual has been gathered, consequently, the supply coming forward has been larger than was anticipated. As many consumers of turpentine bought freely in the beginning of September when the price was supposed to be the lowest for the year, the demand has somewhat slackened off the latter part of the month, and it now looks as if there would not be any further advance for some time to come.

Rosins.—The same conditions that apply to turpentine, very largely govern the price of rosins, so that the market there, has been very steady. The price for the dark rosins is still being maintained higher than has been the case for a number of years.

Putty.—This is the big season for putty, and an exceedingly brisk condition exists in this branch of the trade. Prices are firmly held as follows:—Bulk, in casks, \$2.20; in 100-lb. drums, \$2.25; in 25-lb. drums, \$2.65; bladder, in barrels, \$2.75. Pure putty prices remain the same: Bulk, in casks, \$2.50; in 100-lb. drums, \$2.80; in 25-lb. drums, \$2.90; bladder, in barrels, \$3.

Glass.—The demand is very heavy and local stocks are light. All the jobbers have had more or less difficulty in securing deliveries from Belgium this season, and there may be a troublesome scarcity, if, as is expected, the last boats are unable to bring over from Antwerp all the glass on order for Canadian jobbers. Prices are very firm, with an upward tendency.

Prepared Paints.—With winter coming on, dealers are ordering only in small quantities, so as to avoid carrying over large stocks into next season. Varnishes and Japans are moving freely, due, no doubt, to the fact that people are putting their houses in order for the cold weather. For the same reason specialties for interior decoration are in good demand.

A PAINT DISPLAY.

Chatham, N.B.—A striking paint display has been shown in the east window of McDonald's hardware store. Mr. McDonald purchased the exhibit made at the Chatham Fair by the manufacturer of the line of paint that he handles. Part of the stock was at once transferred to the store window, where it was arranged in a very attractive form. The display was one of the best of its kind ever seen here and attracted much attention.

The above news item from Hardware & Metal, issue September 30th, refers to B. H. "English" Paint.

Ever since 1886 the makers of B. H. "English" Paint have been taking medals or diplomas wherever their goods have been shown, not only in Canada but in Great Britain and the British West Indies.

Bronze Medal awarded at Colonial and Indian Exhibition, London, 1886.

Gold Medal awarded at International Exhibition, Jamaica, 1891.

Diploma awarded at Glasgow International Exhibition, 1901.

Gold Medals awarded at Nova Scotia Provincial Exhibition, Halifax, 1902-03

Silver Medal and Diploma awarded at Dominion Exhibition, Toronto, 1903.

Gold Medal awarded at Dominion Exhibition, Halifax, 1906.

True Merit Wins Every Time

B. H. "English" Paint

IS THE HIGHEST GRADE PAINT MADE

70% Pure White Lead.

30% Pure White Zinc.

100% Pure.



B. H. "English" Paint will be sold in your town. If the agency is still open you have the opportunity of securing it. Write to-day for price list and details of selling plans. Address our nearest office.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

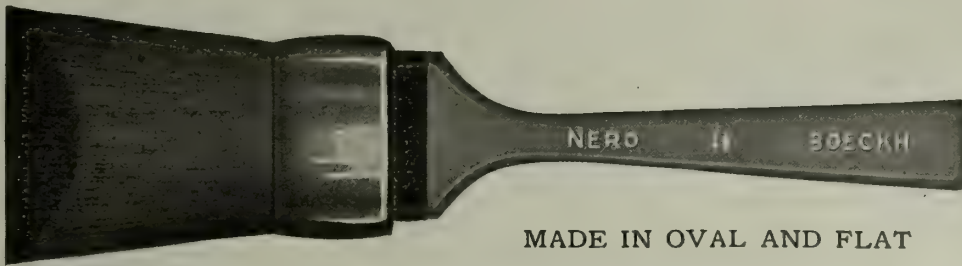
Toronto

Winnipeg

Martin- enour, 100 p.c. pure	2 00
Senour's floor pain &	1 60
Maple Leaf Paint (Imp. V. & O. Co)	

NAME AND DESIGN REGISTERED 1909

PATENTED 1910



BOECKH'S "STEEL GRIP" PAINTERS' BRUSHES

are the result of years of experimenting, and are without doubt the best and smoothest working Brushes to be had anywhere.

They are guaranteed in every respect.

WRITE FOR PRICE LIST, ETC.

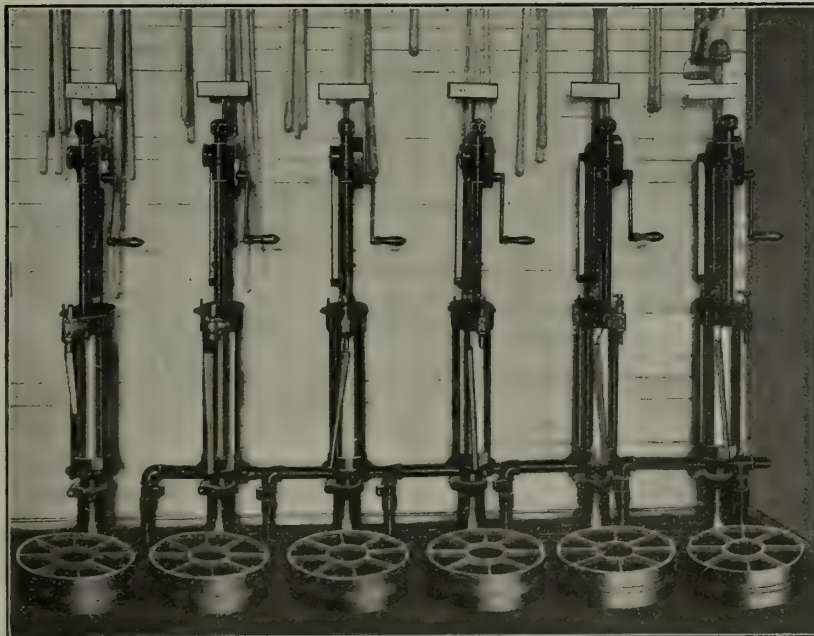
THE BOECKH BROS. COMPANY, LTD.
TORONTO, CANADA

Head Office
80 York Street

ESTABLISHED 1856

Factories
158 to 168 Adelaide Street West

This is a photograph of an installation made for J. H. Ashdown Hardware Co., Calgary. He will tell you it pays. That is why you should have one. Drop a card for free book No. 15



This system handles Kerosene Boiled Linseed Raw Linseed Turpentine Machine No. 1 Machine No. 2 and it don't waste a drop. That's why it pays.

It's The Way You Handle Paint Oil That Makes Your Profit.

Your competitors are using Bowser Systems in their business. Can you afford to work with less economy than they? The Bowser System will place you on an equal footing. That is why success always follows their installation.

Let us send you our free book No. 15. Drop a card for it.

S. F. BOWSER & CO., Inc.,

66-68 Fraser Ave., TORONTO, ONTARIO

CONGO NEVER LEAK ROOFING

Guaranteed Until 1921

Every roll of Congo two and three ply roofing carries with it a genuine Insurance Bond from the National Surety Company guaranteeing that it will last *ten years*.

That guarantee Bond means that every Congo roof laid this year must give absolute protection *until 1921*.

This is real Roof Insurance

We are the *only* manufacturer who has confidence enough in his goods to back up his guarantee with a *real* Surety Bond.

Write to-day for samples of Congo, of the Bond and further information.

We want you to know just what we are offering, and when you once know, you will see it is the best on the market.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont



Fac Simile of 10 Year Bond

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

Works, DON SPEEDWAY

TORONTO

HEINISCH TAILOR SHEARS

Perfectly Finished—Correctly Tempered—Keen Cutting Edge

Best Quality Japan Highest Quality Materials and Workmanship

ALL JOBBERS STOCK THEM

:: :: We also make :: ::

SCISSORS, TRIMMERS, TINNER SNIPS

The Best that can be Made

R. Heinsch's Sons Co., Newark, N.J., U.S.A.



HARDWARE AND METAL

KNIVES.
Hay knives, net list.
Claws, 50 and 25 per cent.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and France, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.
Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 90
Potato mashers, wire, per doz. 0 60 0 70
" wood " 0 50 0 80
Vegetable slicers, per doz. 2 25
Universal meat chopper, No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 and 6 p.c.
Star A1 chopper 7 to 32 1 35 4 10
" 100 to 103 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 30 p.c.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS
3 to 6 feet, 12c. per foot; 7 to 1 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.
Japanned ware, 45 per cent.
No. 3 or 4 Plain Cold Blast, ... per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN HOSE
Competition grade lawn hose, 70 and 5.

LAWN MOWERS
Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., \$5.10; 9-in. wheel, 3 knives, 12 in., \$6.75; 9-in. wheel, 5 knives, 12 in., \$7.75, 10-in. wheel, 4 knives, 12 in., \$3.50; 10-in. wheel, 4 knives, 12 in., ball bearing, \$10.00; 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons—8-inch open wheel, 3 knives, 12 in., \$5.10; do, 4 knives, \$6.25, 9-inch wheel, 3 knives, 12 in. sizes, \$6.75; do, 4 knives, \$7.25; 10-in. wheel, 4 knives, 12 in. sizes, \$3.50, ball bearing do, \$10; do, 5 knives, \$10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.
Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES
Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.
Tinsmiths', 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch. per doz 2 40
Caulking, No. 8, oak, per doz. 15 00

MATS
Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.
Tandem metal polish paste, 6 00
Aeroline brass cleaner, 100 in package 6 50

MINERS SUPPLIES
Mattocks, 6 lb., 18 inch, \$6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 1½ cents per lb
Drilling hammers, 5 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.
Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

NAILS
Wire
1-1½ inch 3 35
1½ inch 3 00
1½-1¼ inch 2 75
2-2¼ inch 2 65
2-2½ inch 2 50
3-3¼ inch 2 45
3-4 inch 2 40
4-5, 5½, 6 inch (base) 2 35
Out nails—Montreal, \$2.40; Toronto, \$2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.
Plumbers' per 100 lb. 4 50

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gal., per dozen 10 00
Davidson oilers, 40 per cent
Zino and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS
Hollowware, 40 per cent discount
Flatware, starles, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent.
"Singalee" and "Alaska" Nevada silver flatware, 42 p.c.

PIEDMONT WARE.
Discount 35 per cent.
10-ct. flaring cap buckets, 35 per cent.
4, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent
Boiler and tea kettle pits, 35 p.c.

PLANES
Wood bench, Canadian, 40, American, 35 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.
Button's genuine, 37½ to 40 per cent.

PUMPS.
Berg's wing pump, 75 per cent.

RASORS. per doz.
Boker's 7 50 11 00
" King Cutter 15 00
Henckels 7 50 30 00
Clausen automatic safety 27 00
Clausen perfect stropper 16 00
Gillette safety, each 5 75
Clausen Razor and Strops, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.
Sisal rope, 0 08½
Luth yarn, 4 tub e 0 10½
Pure Manila rope 0 10½
"British" Vanilla 0 18½
Cotton, 3-16 in. h and larger 0 24
Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.
Jute, ½ and upwards, 3c; under ½, 4½c.
Lath yard, single 0 08
" 8½ 0 8½
Sisal bed cord, 48 feet, per dozen 0 65
Sisal bed cord, 6 feet, p-r dozen 0 80
Sisal bed cord, 72 feet, per dozen 0 95
Cotton clothes line, 2½ off.
Bag Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine 0 26
" 4-ply twine 0 30
Mattress twine, per lb. 0 45
Staging " 0 35

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12½ per cent.
Copper Burs only, 22½ p.c.
Extras on Coppered Rivets ½ lb. packages 1c. per lb.; 1-lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.
Canadian, 35 to 37½ per cent.

RULES.
Boxwood, No. 68, 2 foot, doz. 1 15
Vory, No. 1282, 2 foot, each 3 50

SAD IRONS.
Mr. Potts, No. 55, polished, per set 0 80
" No. 50, nickel-plated, " 0 55
" handles, japanned, per gross 3 40
Common, plain, 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.
Sand and emery paper, 40 per cent

SASH WEIGHTS
Sectional, 1 lb. each per 100 lbs. 2 25
Sectional, ½ lb. each, per 100 lbs. 2 40
Solid, 3 to 30 lbs. 1 55

SASH COORD.
No. 8, per lb. 0 33

SAWS.
Atkins Hand and Crosscut, 25 per cent.
Dixon's Hand, 15 per cent.
Simonds Hand 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.
Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS Dos
Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80
Common doors or 3 panel, grained only, 4-in. style 8 10
Beaver window screens, 14x18, open 2½ inches 1 60
Perfection window screens, 14x15, open 2½ inches 1 80
Model window screens, 14x22, open 3½ inches 2 25

SCALES.
Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.
Canadian, 40 per cent.

SCREWS Percent
Wood F.H., bright and steel 85 and 10
" R.H., bright 80 and 10
" F.H., brass 75 and 10
" R.H., brass 70 and 10
" F.H., bronze 70 and 10
" R.H., bronze 65 and 10
Drive screws 85 and 10

Set, case hardened 60
Square cap 60 and 65
Hexagon cap 45
Bench, wood, per doz. \$5 00
" iron, per doz. 4 25

SCREWS (MACHINE)
Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.
Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per dozen 16 80

SCISSORS AND SHEARS
Clausen, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent

SHelf BRACKETS
No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.
Start skates, 37½ per cent.
Boker, hockey 30c. upwards; spring, Empire hockey sticks, \$3.00, \$3.50.
Micmac and Rex sticks, \$4.00, \$6.00
Pucks net, \$1.50.

SHOVELS AND SPADES.
Canadian, No. 1 and 3 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.
Dixson's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. \$2 85

SNAPS.
Harness, 25 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.
Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks 8 00

STAPLES
Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 6 75
Blind, per lb 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.
Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS
Lithographed, 60 and 10

STOVEPIPES.
5 and 6 inch, per 100 lengths 7 62
7 inch 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS
5 and 6-inch, common per doz. 1 22
7-inch 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

STONES—OIL AND SCYTHE.
Washita per lb. 0 25 0 37
Hindustan " 0 08 0 10
" Axe " 0 18 0 20
" " " 0 10
Deer Creek " 0 10
Deerlick " 0 25
" Axe " 0 15
Lily white " 0 12
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe per gross 3 50 5 00

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozen only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copr tacks, 45; copper nails, 50;

trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glazers' points, 5; double pointed tacks, papers, 30 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.
Universal, ass skin, No. 714, 66 ft., doz. 3 90
Lufkins, linen, No. 404, 66 ft., each 0 84
" steel, No. 364, 66 ft., each 3 50
Chesterman's: linen, No. 1822, 86 ft., ea. 1 10
" Metallic, No. 1831 1 95
" Steel, No. 1840, 50 feet 4 30

TROWELS.
Dixson's, 10 per cent.

THERMOMETERS
Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS TRIMMINGS
Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)
Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE) Dos
Out O' Sight Mouse Traps 60
" Rat Traps 1 20
Easy Set Mouse 0 45
" Rat 0 95
Blizzard Mouse Traps 0 45
" Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 25
5-Hole Tin Chokers 0 80

VISES
Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs. 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES
New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowsell 52 50
New Century, Style A. 101 25
Ideal Power 180 00
Daisy 73 25
Stephenson 74 00
Furman Motor 165 00
Connor, improved 52 50
Ottawa 55 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer 180 00
20 per cent.

WRINGERS
Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 46 75
Bicycle, 11 inch 60 50
Trojan, 12 inch 100 00
Challenge 3 year, 11 inch 53 25
Ottawa, 3 year, 11 inch 58 25
Favorite, 5 year, 11 inch 61 75
20 per cent.

WHEELBARROWS
Navy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES
Tubular steel whiffletrees, 28 in. 0 70
" " 34 in. 1 00
" " 36 in. 1 25
" " neckyokes, 36 in. 1 05
" " doubletrees, 40 in. 0 95
" " lumbermen, 44 in. 1 15

WOOD HANDLES
Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES
Agricultural, 67½ p.c.

WROUGHT IRON WASHES
Canadian, 50 per cent

Paint for the Roof



Every farmer and householder wants paint for the roof. No dealer running a paint shop should neglect this good paying end of the business.

Here is a paint, for instance, that you can sell for \$1.00 per gallon and make a profit.

Ramsay's Outside Paints

It is used for the farmer's barn, the roof, the fences, and all kinds of cheap and rough painting. We sell tons and tons of it. You should have your share. It is nicely put up in quarts, half gallons and gallons. We have handsome color cards to show you.

A. RAMSAY & SON CO.

MONTREAL
Established 1842

HEADQUARTERS FOR INGOT METALS

ALUMINUM

ANTIMONY

COPPER

SPELTER

LEAD

TIN

Lowest Prices.

A. C. LESLIE & CO., LIMITED
MONTREAL

"SILKSTONE" FLAT WALL COLORS

Are made especially for all interior PLASTER WALLS, WOODWORK, METAL CEILINGS, etc.

They are made in many beautiful shades and tints. Can be washed with soap and water—are sanitary and economical.

YOUR CUSTOMERS WANT
"SILKSTONE"

IT'S SMOOTH AS SILK

HARD AS STONE

WRITE FOR FURTHER PARTICULARS

G. F. STEPHENS & CO., Limited

WINNIPEG

Paint and Varnish Makers

BRANCH AT CALGARY

CANADA

HARDWARE AND METAL

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Tallman Brass & Metal Co., Hamilton
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Tarbox Bros., Toronto

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Standard Paint Co., Montreal
Winnipeg Works

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Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

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Shurley Dietrich Co., Ltd., Galt, Ont.
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Aylmer Pump & Scale Co., Aylmer, Ont.
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Brotherton & Co., Montreal

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Lundy Shovel & Tool Co., Ltd., Peterborough

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Meriden Britannia Co., Hamilton, Ont.
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Alexander Gibb, Montreal

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Nova Scotia Steel & Coal Co., New Glasgow, N.S.

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Supreme Heating Co., Welland

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EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egly Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

SITUATIONS VACANT

WANTED—Two experienced hardware clerks. Reply, stating age, experience and salary expected, to **COCHRANE HARDWARE, Ltd.**, Sudbury, Ontario. (40)

WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. **MACLEAN PUBLISHING COMPANY**, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, **HARDWARE AND METAL**, Toronto (24tf)

PERIODICAL DEPT.

THE MACLEAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **MACLEAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. The Maclean's Magazine Toronto.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

When writing advertisers kindly mention having seen the advertisement in this paper.

We Made the Record

**100%
Pure**

One Hundred Per Cent Pure used in connection with Martin-Senour Paints is more than a mere expression—it is an **International Record of Merit**. When we began the manufacture of paint—years ago—100% Pure was considered a joke by the other manufacturers of that day. But we turned the joke on them and have established a quality of paint that is the standard the world over. Today

Martin - Senour Paint **100% PURE**

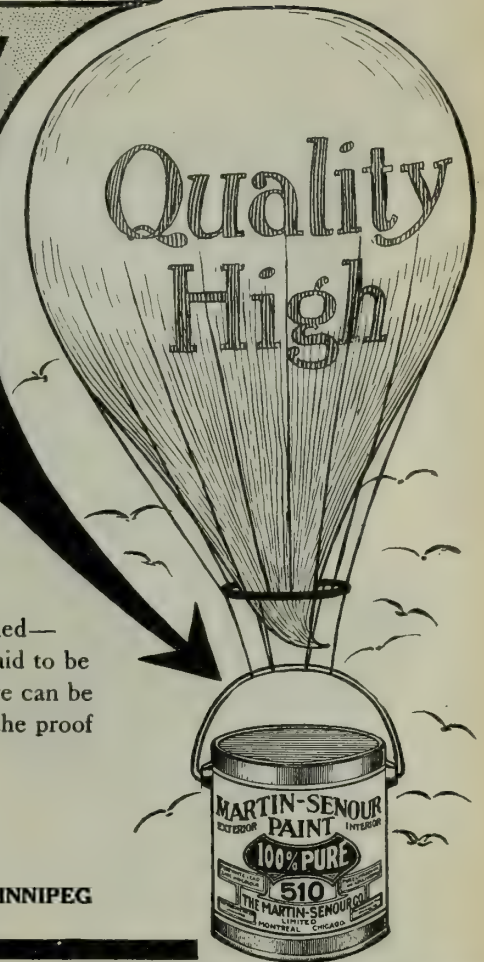
holds the High Quality Record—100% Pure is the very highest point ever reached—the highest point attainable. Don't bother with paints, Mr. Dealer, that are said to be almost as good as Martin-Senour Paints—there may be some as good, but there can be none better. The wise dealer wants to be sure. Here's how—write for the proof and our dealer's proposition. Do it today.

THE MARTIN-SENOUR CO., Limited
Pioneers of Pure Paints

MONTREAL

CHICAGO

WINNIPEG



FORTUNES HAVE BEEN MADE AND LOST IN A DAY

But it has taken years of careful study and experimenting to bring DOUGALL VARNISHES to their present position.

The brains and experience of experts are responsible for these varnishes and although many have attempted, as yet no varnish which can excel DOUGALL VARNISH has been discovered.

Every gallon of Varnish which leaves our factory is as near perfect as it is possible to make it. We cannot afford to take any chances.

Are YOU taking chances yourself, Mr. Dealer?

Let us send you our booklet on Varnishes—You will find it makes interesting reading.

THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST.

MONTREAL

J. S. N. DOUGALL, President

CANADA

Associated with Murphy Varnish Co., U.S.A.

The advertisement is a collage of various Minerva paint product labels arranged around a central text block. The labels include:

- MINERVA PORCH PAINT**: A label showing a grid of paint samples.
- MINERVA Buggy PAINT**: A label featuring an illustration of a horse-drawn buggy.
- MINERVA Interior FLOOR PAINT**: A label showing a grid of paint samples.
- MINERVA SHINGLE STAINS**: A label featuring an illustration of a house.
- MINERVA WAGON PAINT**: A label featuring an illustration of a horse-drawn wagon.
- MINERVA STRAW HAT ENAMEL**: A label featuring an illustration of a straw hat.
- MINERVA LAC**: A label featuring a grid of paint samples.
- MINERVA VARNISH STAIN**: A label featuring a grid of paint samples.

Each label typically features the Minerva logo, which is a profile of a woman's head wearing a helmet, and the text "TRADE MARK".

**Positive
Direct Results**

are what every dealer wants. They are the outcome of quality goods, backed by push and effort.

The Minerva Paint

proposition fulfills these requirements and should interest all aggressive dealers. Write to-day for information.

NOTE—Reproductions represent a few of the features we employ to help the dealer.

PINCHIN-JOHNSON & CO.
(Canada) LIMITED
377-387 Carlaw Ave., TORONTO

Established in England
in 1834

Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that **QUALITY** is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

The Sherwin-Williams Co., Montreal, Canada
 International Varnish Co., Ltd., Toronto Canada
 Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada
 British American Paint Co., Victoria, B.C.
 Mount Royal Color and Varnish Co., Montreal, Canada
 James Robertson Co., Ltd., Toronto, Canada
 Sanderson Percy Co., Ltd., Toronto, Canada
 Stewart & Wood, Toronto, Canada
 Martin-Senour Company, Ltd., Montreal, Canada

NAME OF BRAND

"Taxite"

"Klensa"

"Expedite"

"Bapoo"

"Scrape-off"

Robertson's Paint and Varnish Remover"

"Devolite"

"Solve"

"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

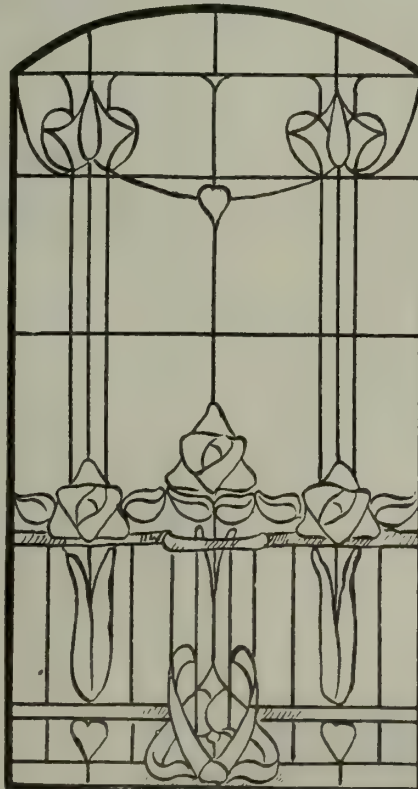
Chadeloid Chemical Company

100 William Street
 NEW YORK, N.Y.

Leaded Art Glass

Have you a copy of our Leaded Art Glass Catalogue—contains large numbers of up-to-date colored designs?

==
 WRITE US
 ==



Thorne Hold Fast Metal Store Front Bars

Special Catalogue, dealing entirely with store front construction, mailed on request.

==
 WRITE US
 ==

The HOBBS MANUFACTURING CO., Ltd.

Factories and Warehouses: LONDON TORONTO MONTREAL WINNIPEG

Bigger Business— Better Profit

are assured the Hardwareman who features

International Varnish Products

They are the perfect products of 40 years' experience in varnish making, and have no superiors the world over. Leading dealers everywhere have built up business with International Goods.

Take

Elastica

Floor Finish, for instance. Its peculiarly elastic properties, combined with its remarkable wearing qualities, have made it a prime favorite for interior work.

ELASTICA positively will not mar, scratch or turn white. It is unaffected by moisture, and dries dust free, in from four to six hours.

ELASTICA No. 2 is equally satisfactory for interior trim. May we have the chance to explain to you fully why you should recommend and sell International Varnish Products?

All International Products are sold in full Imperial Measure Cans.

MADE BY THE

INTERNATIONAL VARNISH CO.
LIMITED

CANADIAN FACTORY OF STANDARD VARNISH WORKS

TORONTO

WINNIPEG

F-87

Superiority and increased strength of

Cochran Pipe Wrench



Instantly recognized by all practical men.

Longer life, no failures, and less cost for repairs—stand for economy.

Results for which all users are striving.

**Cochran Pipe Wrench
Mfg. Co., Chicago**

Canadian Branch: 70 George St., Ottawa

Perfection Steel ANKLE SUPPORT

does away with fatigue which prevents many from indulging in this healthful pastime. Those who have used them make the invariable statement that this ankle support is the originator of real comfort and pleasure when skating.

It is made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward but simply cannot bend sideways.

PUT IN A STOCK NOW

**The Owen Sound
Steel Press Works**

Owen Sound, Ontario



Moore's House Colors

Represent the highest Development Arrived at
in Modern Paint Making.

TO THE CONSUMER—Their use means greater
economy of labor and material, better protective value,
and higher class results throughout than can be
obtained with any other paint.

TO THE DEALER—The Sale of MOORE'S
HOUSE COLORS means a Live, Growing, Profitable
Trade, such as follows the handling of all articles of
Genuine Merit.

Write us for Details

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CLEVELAND

CHICAGO



Something to Answer Every Call

TILE-LIKE

IMPERVO FINISHES

FLOOR PAINT

MOORAMEL

MURESCO

SANI-FLAT



A Stock of "Plymouth" In Your Store—

Means a great deal more for your business than the profit on rope sales. PLYMOUTH Manila rope *attracts* trade and sells itself—together with the many other lines that sympathize.

"My customers drive twenty miles to get the ship trade-marked rope," a dealer writes us. "If they come for a hay-rope, they buy pulleys as well—if they want a well-rope, they also want a bucket. But it's *the rope* that *brings them*."

PLYMOUTH ROPE

"The Rope You Can Trust"

is not merely "one of the ropes" but is, instead, *the one best rope*; a high-grade specialty, offering more strength to stand strain, more length to the pound, and more durability than any other rope on the market. PLYMOUTH rope draws trade that might go elsewhere.

The heaviest demand is always for *best quality*. Many dealers have learned the wisdom of handling PLYMOUTH alone. If you have not, tell your jobber to send a few coils for you to put in stock as a test.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO
ST. JOHN

MONTREAL
WINNIPEG

HALIFAX
VANCOUVER



Why buy the "Near Brand" when the Best is procurable?

Sixty-two years' reputation behind each package.

Sixty-two years' steady and continuous growth.

During this time we have seen many concerns come and go.

We have during all this lengthy period ever kept to the front and have been enabled to build up the largest bulk and package Lampblack business in the World, and why?

Because of Quality, Purity, Uniformity, Constant Watchful Attention to the little details that make business worth while: cautiously avoiding vain boasts and wordy pyrotechnics, insisting on the one and only essential to every buyer—Absolute Satisfaction.

Think of the leading manufacturers of Paints and Varnishes and you have the list of our Patrons.

Can you afford not to try our Blacks?

In view of the above we submit this question to the Canadian Trade:

Why buy the "Near Brand" when the Best is procurable?

THE L. MARTIN COMPANY

1849

Headquarters for Lampblacks

1911

Originators and Manufacturers of the famous

OLD STANDARD, EAGLE, PYRAMID AND GLOBE GERMANTOWN BRANDS.

81 FULTON ST., - - NEW YORK, U.S.A.

FOUR FACTORIES:

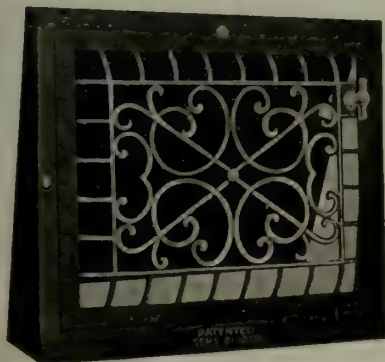
Philadelphia

Cincinnati

Johnsonburg

London, England

Canadian Agents: J. M. Douglas & Co., Montreal. James Hayward, Toronto.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:

102 St. Remi St., Montreal, Canada

And at

95 Queen Victoria St., London, E.C.



THE YANKEE

(MADE IN ENGLAND)

Safety Razor

is excellently finished and correctly designed and assures the greatest comfort in shaving. It is equal in efficiency to the most expensive safety razor and sells at only \$2.50, at the same time allowing you a good profit on every sale.

The Yankee makes a most practical gift at any time as it is neat and compact and is guaranteed to give high satisfaction.



\$18.00 per doz.

Retail at \$2.50

International Distributing Co.

MONTREAL,

CANADA

THE
HOUSE-
KEEPER'S
FRIEND

The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in
nearly every instance.

They save the labor by
performing it.

They are neat, inexpensive,
durable and agreeable
HELPERS,

Ask your jobber for them.
If they will not supply you
address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers
exclusively



This
Trade Mark
Ensures
Genuineness
Originality
Perfection
Satisfaction



Oakey's

The original and only
Genuine Preparation for
Cleaning Cutlery, 6d.
and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc

Willington Mills, London, England

Satisfy Your Customers

by handling a line
of Glass that will
give satisfaction
every time.

Glass of Quality

Our Prices Are Right

We Ship Promptly

The Consolidated
Plate Glass Co, of
Canada, Limited

TORONTO

241 Spadina Ave.

WINNIPEG

Balmoral St.

MONTREAL

30 St. Sulpice St.

MANY OF OUR FRIENDS

know that in the past we
have done little advertis-
ing in trade papers, pre-
ferring to keep our pro-
ducts before the dealer
by—

1st — A staff of honorable
and efficient salesmen.

2nd—Advertising matter dis-
tributed by ourselves,
often with the dealers'
aid.

3rd — And most important—
By at all times giving
a square deal to all.

The steady growth in our
sales and the popularity
of our products have jus-
tified our policy. Never-
theless we are taking
this means of making
even more widely known
the two celebrated brands

Crown & Anchor

and

Island City

PURE PAINTS, VAR-
NISHES and COLORS

Manufactured by

R. C. Jamieson & Co.

Montreal

LIMITED

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

TORONTO
Gendron
CANADA



TORONTO
Gendron
CANADA

BOYS', GIRLS' and BABIES' SLEIGHS

with iron or wooden runners—sleighs that are built for service and durability.

We sell more sleighs than any other company in the Dominion. Our success is due to the selling of quality goods. WRITE FOR CATALOG.

The Gendron Mfg. Company, Limited

DUCHESS STREET,

TORONTO, ONT.

STILL'S SPECIAL HOCKEY STICK

has Durability and Distinction that are Beyond all Rivalry

It is made of second growth rock elm and is shaped, finished and balanced by experts. Comparison has proved it to be more durable and more easily handled than the ordinary stick.

Other brands we recommend are:

“EMPIRE,” inferior only to “Special”

“IMPERIAL,” a good all-round stick.

“CHAMPION,” the leading boys' stick.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS,

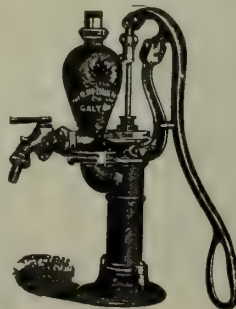
ONTARIO

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

“Aremacdee” pumps do not give dealers who sell them trouble and loss from defective service in “Aremacdee” pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

R. McDougall Co., LIMITED

GALT, CANADA

A STRONG SERVICEABLE LADDER

Is just what you need in the apple picking season and is easily obtained in this reliable

FAULTLESS LADDER

It is made from clean, kiln-dried short leaf yellow pine, and equipped with the “Faultless Lock.” A bolt under each step and a galvanized steel plate on the ends of every bolt clamped tightly to the sides eliminates all chance of spreading.



Made 4 to 10 feet high, and extra heavy 10 to 16 feet.

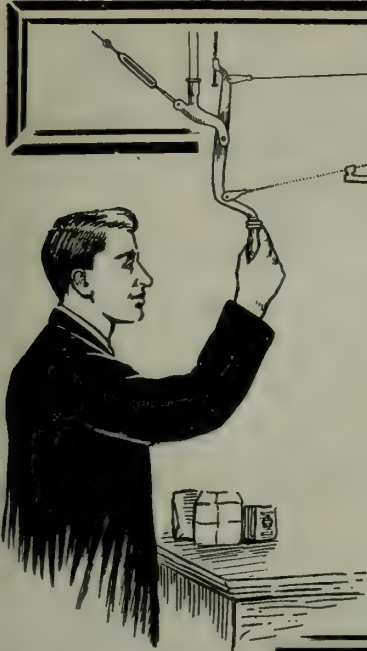
A Line that can be Safely Recommended.

Write for Catalogue “B”

The Stratford Mfg. Co., Limited

STRATFORD

CANADA



Mr. Hardwareman

HAVE YOU EVER STOPPED TO CONSIDER THE
INTRINSIC VALUE OF OUR UP-TO-DATE

Cash and Package PERFECT CARRIER SYSTEMS

Besides adding a business-like appearance to your store it will enable you to gain the favor of your customers by giving them quick service.

Our Carriers work smoothly, and are simple, strong and durable.

Write at once for catalog and price list—
they will prove to be of interest to you.

HAMILTON BRASS MFG. CO., Limited Hamilton, Ont.
MONTREAL OFFICE—327 Craig St. W.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO

and

VANCOUVER, B. C.

H. BOKER & CO.'S "Tree" Brand Cutlery

Practically every buyer of cutlery wants the best for his money, appreciating the fact that there's little economy and satisfaction in the purchase of inferior quality goods of this class.



The Finest Steel is Used in Every Piece

Forging and tempering are expert, and the keen edges hold sharp for the maximum length of time. Your stock of Pocket Knives, Scissors, Razors, Shears, etc., will give greatest satisfaction if it is the "Tree" Brand. They take a keen edge and they keep a keen edge. "Tree" Brand Cutlery will withstand every test to which it can be rightly put. Designed right, made right, finished right.

For Sale by all Leading Wholesale Hardware Houses

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	\$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833.82 '96

WESTERN ASSURANCE COMPANY

Incorporated
1851

**FIRE
AND
MARINE**

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - \$3,570,000

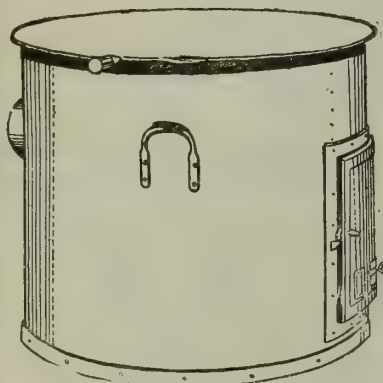
Income for 1906, over 3,609,000

HON. GEO. A. COX, President

W. R. BROCK, Vice-President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary



Erie Steel Feed Cooker

These cookers are indispensable to farmers, butchers or stockmen. Grains that are useless for other purposes, by the use of the cookers are made as valuable as the best marketable product. Made in 7 sizes for burning wood. Nos. 20, 30, 40, 60, 75, 90, 120. Grates for burning coal supplied when ordered.

Made by **ERIE IRON WORKS, Limited** ST. THOMAS, ONTARIO

**Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts**

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL
HALIFAX
OTTAWA

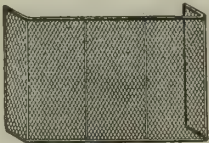
HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

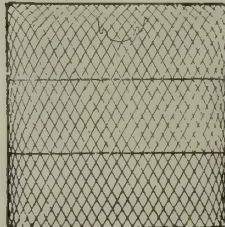
We are Headquarters for SPARK PROOF FIRE GUARDS.

You will make no mistake in carrying a stock of our standard sizes of Spark Proof Fire Guards.

Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.



Send for illustrated price list



CANADA WIRE GOODS MFG. CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

ALL CHANCE!



From the old-fashioned polishes and use

POLIVIT

The Lightning Silver Cleaner

No more wasted hours rubbing away with troublesome powders, pastes and brushes. Place Polivit in water with washing Soda, and the dirt flies from the silver to Polivit.

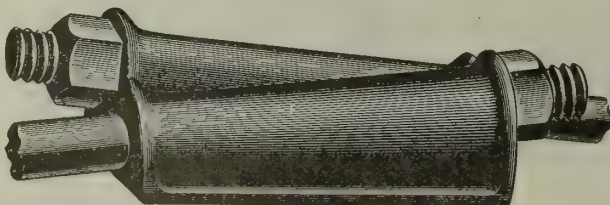
Write for pamphlets and prices

**A. A. SHUTE,
FREDERICTON, N.B.**

Sole agent for Canada

Be sure and stock Polivit

TANK LUGS

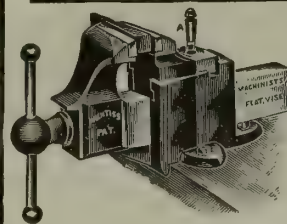


For bands on Water Tanks, Silos, Penstocks, Kilns, etc. Round from $\frac{3}{8}$ to $1\frac{1}{2}$ inch, also for flat bands up to 6 inches. Best Malleable Iron. Prompt Shipments.

Otterville Mfg. Co., Limited,

OTTERVILLE
ONTARIO

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada; A. Macfarlane & Co., Coristine Bldg., Montreal

Sole Agents for Great Britain; Chas. Neat & Co., 112 Queen Victoria St., London, E.C.

Jonathan Crookes & Son

Corporate Mark
Sheffield  England
Granted 1780.

SUPREME CUTLERY

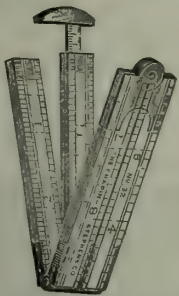


For Sale by Leading Wholesale Houses

BRASS ROD

Prompt delivery from stock

Tallman Brass & Metal Co.
HAMILTON, ONT.



Manufacturers of Rules, Levels, Planes,
Gauges, Hand Screws, Etc.



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Patent Socket Head Screws Drive Easier,
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By seeing that this exact
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DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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Battery Zincs, Fuse Wire, Wire Solder

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Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

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Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts
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The Best Door Closer is
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Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Give perfect satisfaction. Made only by
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Castings of all Kinds.

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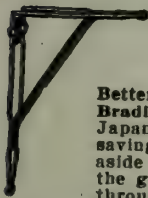
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Specify through your Jobber along
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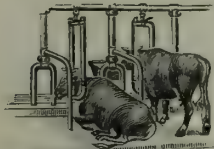


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That's what a shelf brack-
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will hold the cattle secure
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All kinds—All sizes.

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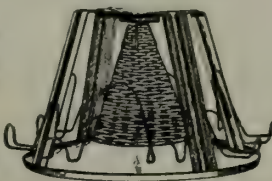


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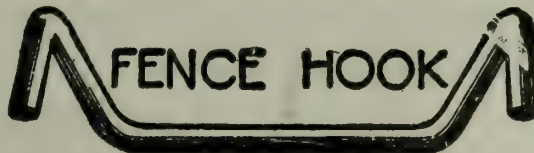
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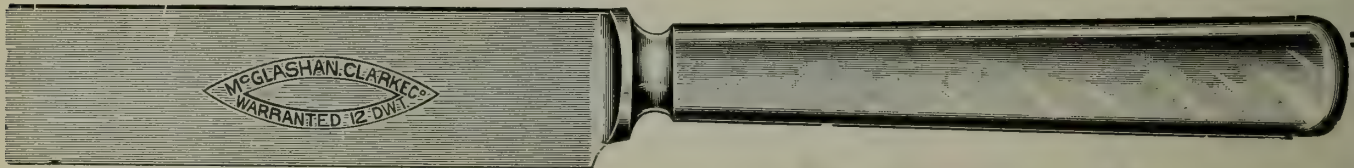
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are made of the best Crucible Steel, finished by methods developed during years of successful manufacture, plated with 12 dwts. pure silver, put up in neat Rack Boxes containing one-half dozen. Every box contains our guarantee. Write for catalogue of quick-selling specialties.

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Our Halter Chain can now
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Send for samples and
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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
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Bars, Hoops, Angles, Beams, Channels, etc.

Galvanized and Black Sheets, all grades.

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Antimony, Copper, Tin, Lead, Zinc.

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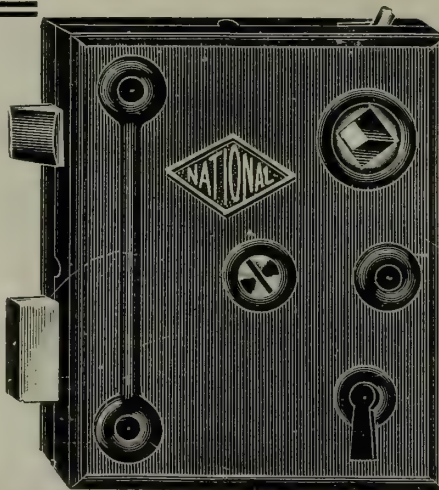
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GRAPHIC

**Steel
Rim
Locks**

are noted for their
strength, durability
and efficiency.



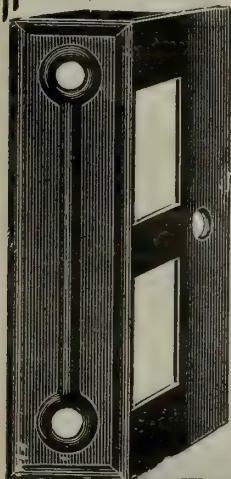
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The "NATIONAL" Locks are built for strength and safety, the highest quality steel being used in their manufacture. They are made to meet the requirements of your highest class trade. The "National" Lock is the only steel rim lock made in Canada but sells at a medium price.

Let us hear from you.

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Our Up-to-date RESTAURANT URNS

are so simple, so attractive and so convenient that they sell rapidly at all times.

Many live dealers are selling them and netting big profits. Why don't you? The highest class restaurants and hotels buy them on sight, and are always satisfied.

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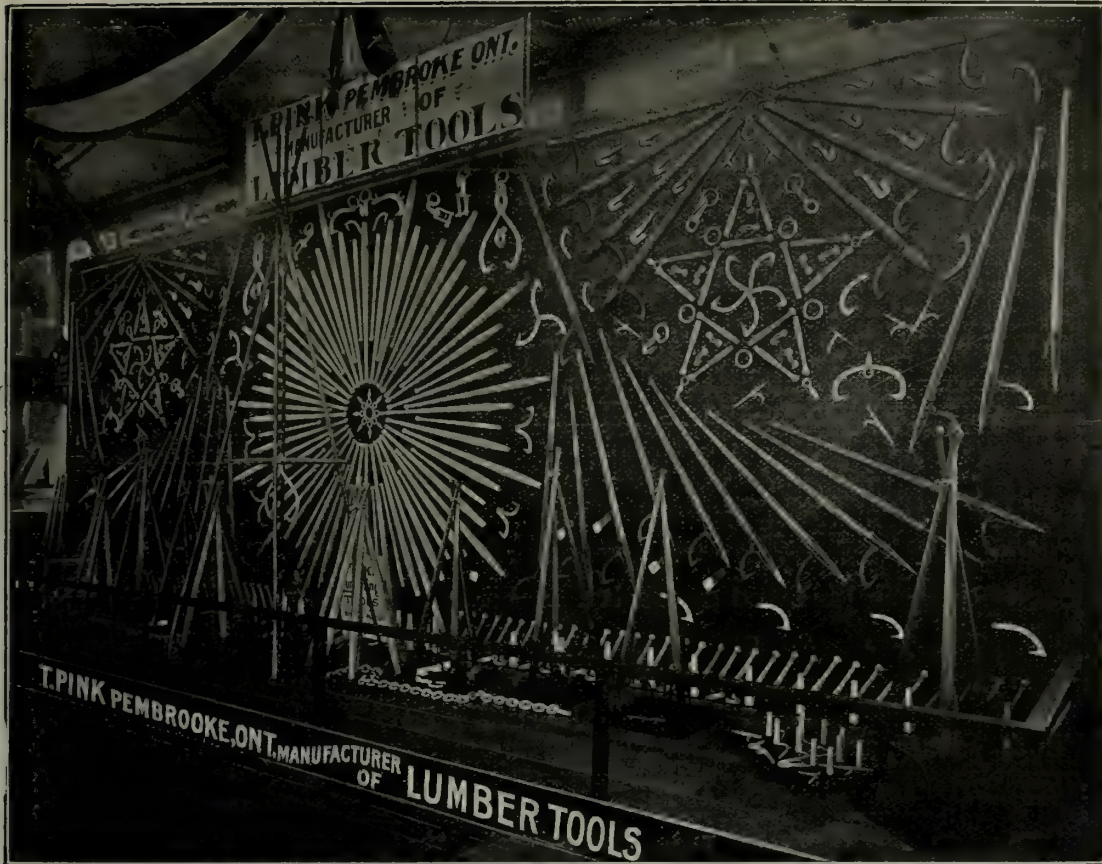
Try them once and you will come again.

Write To-day.

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Canadian Representatives
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Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
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We manufacture all
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tools.

Light and Durable
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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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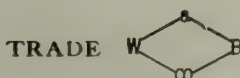
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You can avail yourself of true wrench economy by banking on "W. & B." WRENCHES. No matter what you want a wrench to do, there is a "W. & B." exactly suited to the work, for our line is the largest and most complete in the world.

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"W. & B." Wrenches are the strongest wrenches produced, barring none. Learn to know them—to depend on them. Tell your jobber about your needs and see that the "W. & B. Diamond" trade mark is stamped on each one.

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TOOLS OF QUALITY
BEAR THESE MARKS



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Stocks Carried at Winnipeg and Montreal





Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

No. 190

E. C. ATKINS & CO., Inc.

MAKERS OF STERLING SAWS

Hamilton, Ont.

U.S. Factory, Indianapolis, Ind.



WHEEL BARROWS

for Every Purpose

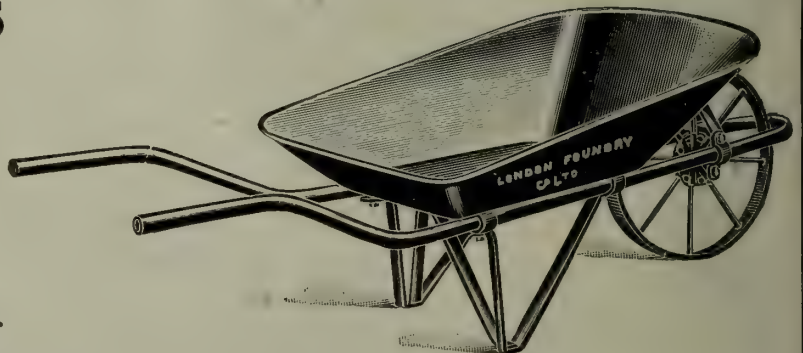
We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

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SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

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STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.**

Write for prices

Prompt shipment.

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THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

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THE CONNOR BALL-BEARING WASHER

With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs; nicely finished Ball - Bearings and Motor Springs do most of the work.



Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

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Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.

MONTREAL, Dec 4th, 1905

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DEAR SIRS,—
In answer to your letter of the 25th ult. I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.



The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



Increased Sales of "Ross" Rifles Will Follow the Wonderful Successes of Canadian Marksmen at Bisley

(Canadian Associated Press)

Bisley, Eng., July 22.—The greatest feat ever performed in the history of rifle shooting at Wimbledon, or Bisley, was that performed by Private Clifford, of the 10th Royal Grenadiers, Toronto, this afternoon. On Wednesday last the Canadian marksman won the second most valuable prize of the meeting, the Prince of Wales £100. To-day he added to it the blue ribbon of the meeting, the King's Prize of £250. Never before have these two rich prizes fallen to the same man.

The Bronze Medal awarded the leader at the end of the first stage was won this year by Corporal Trainor, of Toronto. Both marksmen used the Ross Rifle.

Dealers everywhere will see the wisdom of being prepared for increased and increasing sales.

THE ROSS RIFLE CO., Quebec, P.Q.

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Our Brands
of
Shovels
are:—

LUNDY

PETERBORO'

DEMON
—

LUNDY SHOVELS

will appeal to Jobber and Dealer alike, because of their superiority in quality and finish; their greater smoothness of handle and finish of blade will surely please the customer.

We manufacture nothing but a WELDED SHOVEL, because we are convinced of its superior strength and durability over all other shovels manufactured.

We can promise the *promptest shipments* to any point.

**Look for our Trade Mark
on every handle.**

THE LUNDY SHOVEL AND TOOL COMPANY, LTD.,

PETERBOROUGH,

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2 & 3-ply
Ready Roofing

**"Black Diamond"
Tarred Felt**

**"Joliette" & "Cyclone"
Sheathing**

The Roofing
that gives
every buyer
intrinsic value
for his money.

It has taken
many years of
hard study

and experimenting to produce this su-
perior weather resisting product.

It can be easily laid by any workman
and is guaranteed to remain absolutely
waterproof
for years.

Our propo-
sition and
prices are
sure to inter-
est you—
Write at once.

**Alex.
McArthur & Co.,
Limited,**

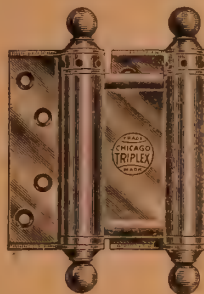
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Montreal**

Western Agent:
F. J. Cox,
Winnipeg



A SUGGESTION

Have you a stock of Spring Hinges that have dis-
tinctive selling features which your salesmen
can offer and which would make the prospective
purchaser buy them and no
other?



Chicago "Triplex" Spring Butts

offer this advantage to you.
The appearance, durability and
finish of this article are unsur-
passed, and in consideration of
prices that are conservative in respect to value,
the up-to-date dealer cannot afford to neglect
this profitable business.

Send for Catalogue M 26. It fully illustrates and describes
the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK



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Stanley Tools

No 50 1/2 MITRE BOX

This has a single piece Frame, both the Base and the Back of which are ac-
curately matched.

The Saw Guide Uprights are steel rods and carry the Saw guides in which
the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used
in place of a Back Saw if desired. A strong and accurate tool at a moderate price

No. 50 1/2

No 60 1/2 with 20 in. Back Saw

Price each \$6.50

\$9.50



**Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.**

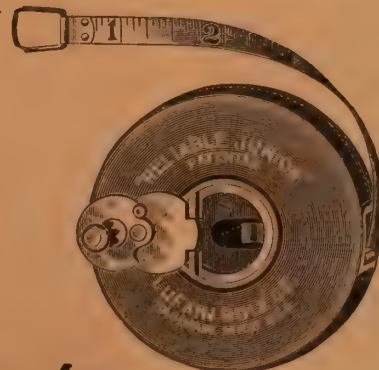


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are to-day recognized as the Standards of Accuracy, Design
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SOLD BY ALL JOBBERS
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**THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.**



Est. 1868  Inc. 1895.
Black Diamond File Works
G. & H. Barnett Co.
 PHILADELPHIA
 Twelve  Medals

Awarded
 By JURORS at
International Expositions
Special Prize
 Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



Nitrate of Lead

Best English Make
5 Cwt. Casks.

Stock or Import

B. & S. H. Thompson & Co.
 LIMITED
 MONTREAL, QUE.

GOLD MEDAL
 WORLD'S EXPOSITION, BRUSSELS, 1910

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service,
 nothing to equal them has
 ever been made.

Manufactured solely by

THE CUTTA PERCHA & RUBBER MFG. CO.
 OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

The Big Selling Tool Grinder for Farm and Shop

No price-cutting competition on this patented grinder. The retail price is established and maintained. Equipped with genuine Carborundum wheels and pays for itself by saving time and tools, and makes all work easier. Liberal profits, big seller to farmers, shops, mechanics, carpenters, contractors, etc.



Farm Special Outfit

LUTHER TOOL GRINDRES

25 times faster than Grindstones
 6 times faster than Emery Wheels

No need of cooling with water, no danger of drawing temper from tools. Built like a high-grade lathe, hand and foot power.

35 Styles, with Attachments

A style for every use—special attachments enable inexperienced persons to sharpen chisels, twist drills, discs, saws, etc.

Our special sales method gets quick action for the dealer—quick sales and liberal profits. Write for full information to-day.

LUTHER GRINDER MFG. CO.
 1196 Madison St., Milwaukee, Wis.



Mechanics'
 Special
 Outfit
 for
 Carpenters,
 Mechanics,
 Contractors,
 Etc.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg.
New York: 115 Broadway.

Toronto: 143-149 University Ave.
Chicago: 140 Dearborn St.

Winnipeg: 34 Royal Bank Bldg
London, Eng.: 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, OCTOBER 14, 1911

NO. 41

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS



Canadian Agents, DORKEN BROS. & CO. MONTREAL

THERE IS MORE THAN A NAME TO

"QUEEN'S HEAD"

Galvanized Iron

You get Quality as well



John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch



The Taylor-Forbes Wrought Steel Door Holder and Spring Steel Door Stop

are necessities for every household. The wrought steel door holder keeps the door in any position desired, thereby preventing slamming, etc., and can be easily operated by hand or foot.

The spring steel door stop prevents the door and walls from being marred when the door is thrown wide open. These, like all our other lines, have a highly guaranteed quality and excellent finish



Write for
our
illustrated
catalogue
and prices

Taylor-Forbes Co., Ltd., Guelph, Ont.

REPRESENTED BY: Taylor-Forbes Co., Ltd., 246 Craig St. W., Montreal; H. G. Rogers—53½ Dock Street, St. John, N.B.; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C.; H. F. Moulden & Son—Traveller's Bldg., Winnipeg; Canadian United Mfrs' Agency, London, England.

The Razor with a Dozen Talking Points

You are never at a loss for selling arguments when you are showing a GILLETTE Safety Razor. It fairly bristles with "features." Consider these:

No Stropping

As few men could strop a razor well, Gillette made it unnecessary.

No Honing

Fewer men could do this themselves, so Gillette eliminated it also.

Simple

Only four parts, including the blade.

Strong

Did you ever hear of a GILLETTE giving out at any point?

Durable

Will last a lifetime—or a century. You can't wear it out.

Safe

It is next to impossible to cut the face with a GILLETTE Safety Razor.

Keen

The thin blade, tempered, honed and stropped automatically, carries the keenest edge in the razor world.

Rigid

The GILLETTE is the **only** razor whose cutting edge is held absolutely rigid—therefore it cuts smoothest. No vibration.

Adjustable

The GILLETTE is the **only** razor adjustable to any beard or skin. A turn of the handle does it.

Handsome

Truly, the GILLETTE is "a thing of beauty" and "a joy forever"—mechanically perfect.

Time-Saving

By the difference between the three-minute GILLETTE shave and the time taken by the barber or the man with an open-blade razor.

Money-Saving

By the barber's charges and tips---a tidy sum in the course of a year.

Half this broadside is generally enough to close a GILLETTE sale. Try it.

How about your Christmas stock of GILLETTES? NOW is the time to get in your order.

The Gillette Safety Razor Co. of Canada

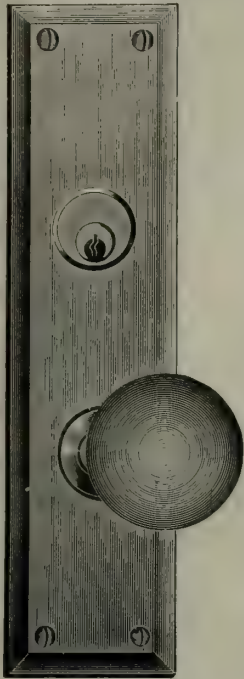
Limited

OFFICE and FACTORY:

63 St. Alexander Street - Montreal



Mr. Hardware Merchant



If you want quality,
combined with price,
you cannot do better
than to buy

B. H. & L. Mfg. Co.'s

line of

Builders' Hardware

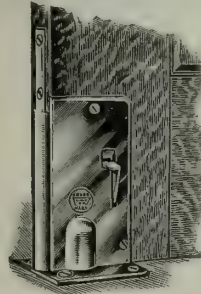
We especially re-
commend to you our
bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED ONTARIO



TRADE BUILDING

Have you a stock of Spring Hinges that
have distinctive selling features which your
salesmen can offer and which would make
the prospective purchaser
buy them and no other?



**Chicago "Relax"
Spring Hinges**

are in great demand. They
are substantial in construc-
tion and readily applied.
The EXCLUSIVE FEAT-
URE of spring action
release, allowing the door

to be placed at any desired position and auto-
matically re-engaging when the door is
closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes
the most complete line of Spring Hinges manufactured.

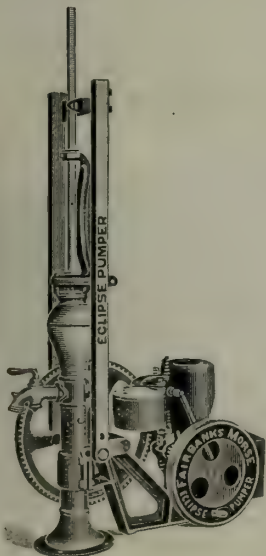
Chicago Spring Butt Company,

CHICAGO



NEW YORK

More Water for Less Money



Q Would you pump water from a deep well
for two cents per hour? That's what the
"ECLIPSE PUMPER" does right along.
Neither does its usefulness end there. The en-
gine is easily disconnected from the pump and
is all ready to turn the cream separator, run
your grindstone or grind your feed, etc. The
"ECLIPSE PUMPER" is a practical, guaran-
teed "Fairbanks-Morse Engine."

Every hardware dealer should carry them
and a letter to our nearest branch will bring you
our catalogs and our special terms to agents.

The Canadian Fairbanks-Morse Co., Ltd.

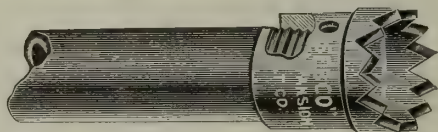
FAIRBANKS STANDARD SCALES—FAIRBANKS-MORSE GAS ENGINES—SAFES and VAULTS

Montreal, Toronto, Winnipeg, Vancouver, Calgary, Saskatoon, St. John

"SEBCO" DRILLS



None but the best grade of steel is used; tempered to meet every condition, and finished as a good tool should be.



One piece of gas pipe will fit Six Different Sizes of "SEBCO" Drill Heads

Have you ever stopped to think of the amount of work—good, strong muscle work—is involved every time you sell a drill? The man buying it takes it out and starts pounding away, making a hole in a brick or stone wall. It's pound—pound—pound—using up loads of energy and dollars of time.

Now isn't it up to you the next time he comes around to give him a drill that you know will make the hole quicker, cut out hundreds of those "pounds" and some of the dollars of time?

We leave it to you if you hadn't better send an order to our nearest branch. Prices are right.

STAR EXPANSION BOLT CO.

J. EDWARD OGDEN :: DISTRIBUTOR

28 Toronto Street, Toronto
1142 Homer Street, Vancouver

377 St. Paul Street, Montreal
147 Bannatyne Street, Winnipeg

The S. M. P. Seamless Savory Roasters

Self-Basting

Self-Browning

Satisfactory

Sanitary

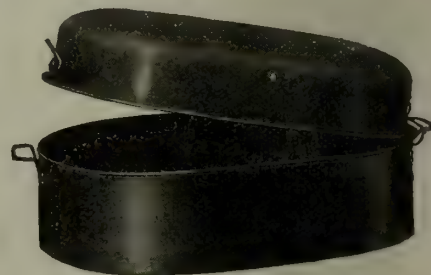
Perfectly smooth and seamless, without a corner, angle, groove, corrugation, seam or fold of any kind—just a plain, smooth surface that's easy to clean.



FAMILY SIZE 17½ x 11½ x 7½ INCHES

No. 200 Finest Siemens-Martin Blued Steel
Made in Pearlware only
Case Lots - - - ½ doz.

Prices
on
Application



HOTEL SIZE 19½ x 13½ x 9½ INCHES

No 400 Finest Siemens-Martin
Blued Steel
Case Lots - ¼ doz.

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

BLACK FOOD



DIAMOND CHOPPER

WILL CUT, CHOP OR PULVERIZE

Any Kind of Food ; Cooked or Uncooked—Fine or Coarse.

IT CUTS

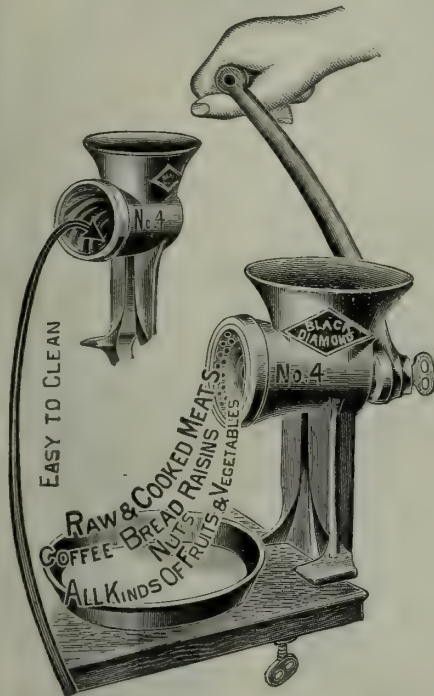
without Mashing. All Nutritious Juices are Retained.
No Drip. No Waste.

IT IS EASY TO CLEAN.

Besides the Handle and Wing Nut, **IT CONSISTS OF ONLY TWO PARTS.**

SMOOTH CUTTING—SELF-SHARPENING—
SELF-FEEDING and SANITARY.

The Smooth Cutting and Self-Sharpening Qualities are unequalled.



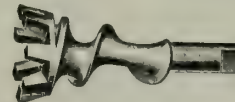
THE BLACK DIAMOND FOOD AND MEAT CHOPPER

Will Cut Faster, Cut Cleaner and Cut Easier than Any Other Chopper.

TINNED MALLEABLE IRON
WITH HARDENED STEEL CUTTERS.
CLAMPS TO TABLE



Meat Rotor



Vegetable Rotor



Pulverizing Rotor

Three Rotors with Each Chopper.

To Chop Meats, Make
Croquettes, Veal Loaf,
Sausage, etc.

Also for Green or Dried
Fruits, Clams, Fish
Cake, Hash, etc.

For Pulverizing Cocoa-
nut, Dates, Figs, Choc-
olate, Sugar, Nuts, etc.

MADE IN FOUR SIZES

No. 2—Small Size.	Chops about 2 lbs. per minute.
No. 4—Medium Size.	" " 2 1/2 " " "
No. 5—Large Family.	" " 3 " " "
No. 6—Restaurant Size.	Chops 4 " " "

Send for our Booklet
HOW TO SELL
AND USE
BLACK DIAMOND
FOOD CHOPPERS

There is a PROFIT IN THEM for the Dealer, and every Chopper Sold means a satisfied customer.

NOW IS THE TIME FOR YOU TO ORDER

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

"Best in The Land—BLACK DIAMOND BRAND."



The Hustler who Hustles the Sale of The "Hustler" Ash Sifters

is the one making the Money

Your orders should be in our
hands now.

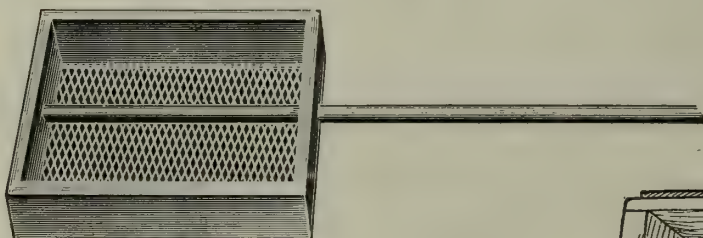
Your customers are going to say "Hustler"
to you before very many weeks have passed.

Be Prepared

Do not put off any longer!

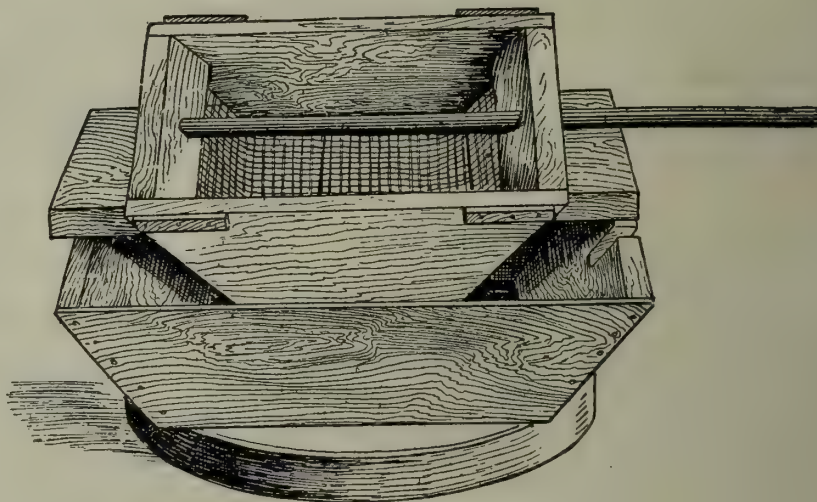
They are the

Easiest - Quickest - Cleanest
Sifters on the Market



Expanded Metal Screen
No. 35. Wood Frame.
Size 15 1-2 x 12 1-2 in.

**Write for Prices
To-Day.**



"Coal Mine" Ash Sifters

We Ship Promptly.

We Ship Promptly.

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND METAL MERCHANTS



MONTREAL

-

-

CANADA



Cammell, Laird & Co.'s

H.R.D. High Speed Steel

Fast Cutting

Best for Hardness and Toughness. For Finishing Tools, cannot be equalled. Such materials as Phosphor Bronze, Hard Rubber and Brass can be handled successfully with this steel when other steels fail.

"Cyclone" High Speed Steel

For Turning, Boring, Planing, Slotting and other Machine Tools, where Toughness, Strength, High-Speed and Fast Cutting are required.

Carbon Tool and Mining Steel

For every purpose.

WHOLESALE DISTRIBUTORS

Caverhill Searmont & Co

MONTREAL and WINNIPEG

The
Steel Company of Canada
Limited

Soft Basic Open Hearth
S T E E L B A R S

Excel in Toughness, Softness, Strength,
Ductility and Ease of Welding.

HORSE SHOES

HORSE NAILS

W R O U G H T P I P E

MERCHANT, BLACK and GALVANIZED

WOOD SCREWS

MACHINE SCREWS

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods,

WIRE OF ALL KINDS :: FIELD FENCING
PUTTY, SHOT, LEAD PIPE, WHITE LEAD

District Sales Offices:

Hamilton

Toronto

Montreal

Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.

**We want to drive home
this fact:**

Samson Ready Roofing

gives satisfaction.

It pays the dealer to purchase **Samson Ready Roofing**, because there is but one standard and that the best.



The name **Samson** is a synonym for the highest quality that can be secured.

Every sale of goods bearing the **Samson** trade mark means a satisfied customer, because the goods are guaranteed and the steadily increasing sales show that high quality at a reasonable price is appreciated everywhere. We know that each sale of **Samson Ready Roofing** means repeat orders and every dealer should get a share of this trade.

Order Now

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE

We Ship
Promptly.

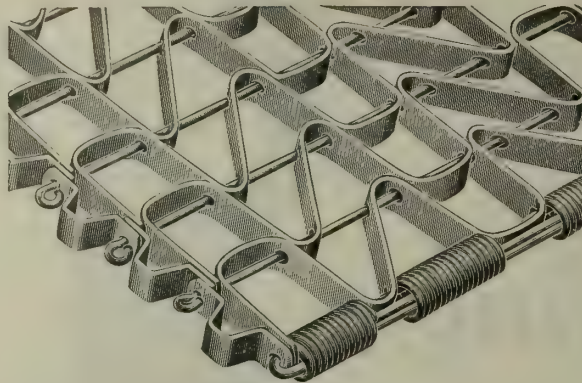
TORONTO

Graham Nails are the Best.

Our Prices
are Right

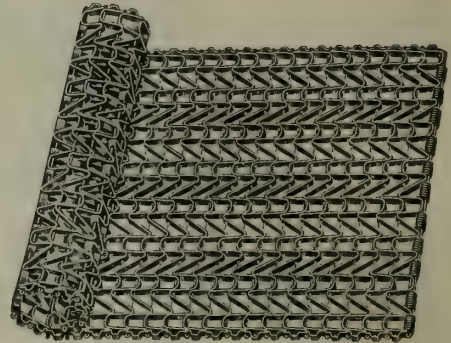


FLEXIBLE STEEL MATS



DOOR MATS.

No. 1—Size, 16 x 24	No. 5—Size, 30 x 48
" 2— " 18 x 30	" 6— " 36 x 48
" 3— " 22 x 36	" 7— " 36 x 54
" 4— " 26 x 48	" 8— " 36 x 60



ROLLS.

18, 34, 30, 36 in. wide, from 7 ft. to 100 ft. long.

SPECIAL SIZES

cut to fit oddly shaped spaces or cut out to make room for posts or corners.

Built for wear, with Guarded Edges—that do not break down or fray out—Rustless, Flexible, will roll up like a rug.

Send in your orders early—special value.

CANADA STEEL GOODS CO., Limited

HAMILTON

MANUFACTURERS

CANADA

"Colonial" and "Premier" Oil Heaters



Produce Intense Heat Without Smoke or Odor
Just the Thing for the Chilly Fall Evenings

Always ready for use at a moment's notice. Lights as easy as gas and gives quick results. Furnished with ball handle, they are light and portable and can be placed just where the heat is most needed. One gallon of coal oil is all that is required for eight hours' solid comfort.

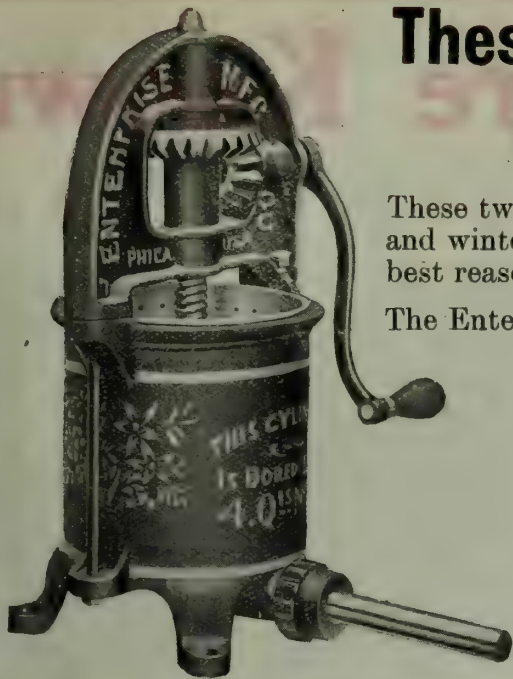
No. 50-J COLONIAL, Japanned Trimmings, Steel Fount
No. 65-J PREMIER, Nickered Trimmings, Brass Fount

Weight (crated)	-	-	19	lbs.
Height (bail down)	-	-	25	inches
Diameter of base	-	-	17	inches
" " upper drum	-	-	8 1/4	inches
Capacity of fount	-	-	1	gallon

Write for Prices

The Thos. Davidson Mfg. Co., Limited

MONTREAL, TORONTO and WINNIPEG



**Sausage Stuffer
and
Lard Press**

These two big sellers are being extensively advertised

These two machines, Mr. Dealer, will be "best sellers" this fall and winter. There is money in carrying them. And for the very best reasons.

The Enterprise Sausage Stuffer and Lard Press is selling fast because this is a great year for profits from pork products. Hogs on the hoof are relatively low. So farmers will turn their hogs into products—lard and sausage—which will command big prices.

As to the Enterprise Meat and Food Chopper, more housewives are learning every day that it is the best economy aid they can have in the kitchen. The cutting principle and construction are right.

We are advertising these two big sellers in the way to give dealers the biggest volume of sales. The national publications are being used to let possible customers know that the Enterprise *lasts longest and does the work best.*

ENTERPRISE

Consider these advantages of handling Enterprise goods: A score of different specialties under one brand—avoids surplus stock. Parts duplicated at any time—will fit *exactly*. Variation is impossible under our system of manufacture. Every Enterprise article gives you a profit—gives your customer satisfaction.

The big advertising campaign which we are now running in the women's, general and farm publications is giving Enterprise goods another big impetus of sales. Get your share. Follow the line of least resistance. Stock the Enterprise line.

You can easily make new customers for Enterprise Specialties in your locality. Send for our selling helps.

Your advertisement on six beautiful post cards—Free.

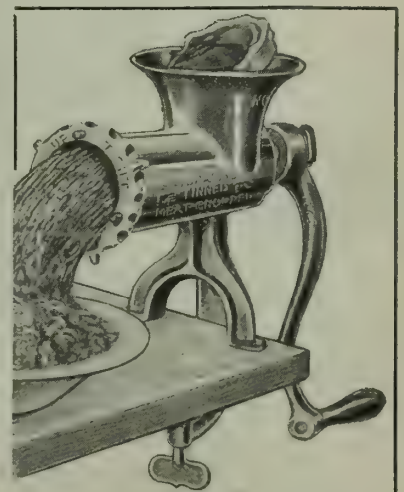
We are now issuing a set of six beautifully illuminated views of historic and modern Philadelphia. On the address side is an advertisement of the Enterprise Specialties, and with this we print your own firm name, so that it becomes your advertisement to be sent out to your customers.

Fill out the coupon, and we will supply you promptly.

THE ENTERPRISE MFG. CO. OF PA.

Philadelphia.

Meat and Food Chopper



**Enterprise Mfg. Co. of Pa.
Philadelphia**

Please send me _____ post cards, printed with my advertisement, which I will send out to my customers.

Dealers' Name _____

Address _____

State whether Hardware, Housefurnishing or General Store.

Make Your Store Known To the Users of Game Traps

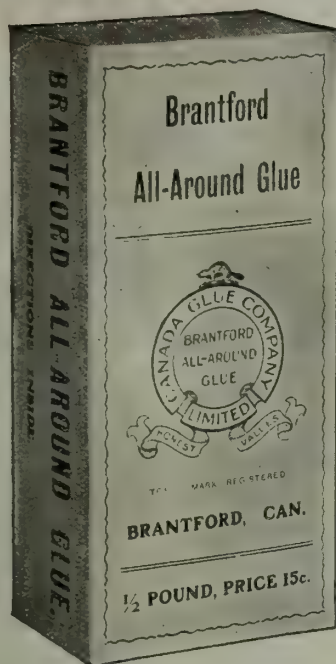


Professional Trappers and Boys who want to trap will be attracted by this window display. It will call attention to your store in an unusual way and will bring you big sales. Yet the cost of materials in this display is Less than \$2.00.

For cards and information for putting up this window, write

ONEIDA COMMUNITY, LTD. - NIAGARA FALLS, ONT.

BRANTFORD



ALL-AROUND GLUE

J. H. Ashdown Hdwe. Co., Ltd.....Calgary, Alta.
 Ross Bros., Limited.....Edmonton, Alta.
 Peart Bros. Hdwe. Co., Ltd.....Regina, Sask.
 Hanbury Hardware Co.....Brandon, Man.
 J. H. Ashdown Hdwe. Co., Ltd.....Winnipeg, Man.
 Marshall-Wells Co., Limited....." "
 Merrick-Anderson Co....." "
 Miller-Morse Hdwe. Co., Ltd....." "
 G. F. Stephens & Co., Ltd....." "
 Winnipeg Paint & Glass Co., Ltd.. " "
 Wood, Vallance Ltd....." "
 Cochrane Hardware, Limited.....S. Ste. Marie, Ont.
 The Fife Hardware Co.....Fort William, Ont.
 Cowan Hardware Co.....London, Ont.
 Wood, Vallance & Co.....Hamilton, Ont.
 H. S. Howland, Sons & Co.....Toronto, Ont.
 Kennedy Hardware Co., Ltd....." "
 Whites Limited.....Collingwood, Ont.
 Thos. Birkett & Son Co., Ltd.....Ottawa, Ont.
 Caverhill, Learmont & Co.....Montreal, Que.
 Frothingham & Workman, Ltd....." "
 Lewis Bros., Limited....." "
 Jas. S. Neill & Sons, Ltd.....Fredericton, N.B.
 The S. Hayward Co., Limited.....St. John, N.B.
 Emerson & Fisher, Limited....." "
 A. M. Bell & Co., Limited.....Halifax, N.S.
 Cragg Bros. & Co....." "
 Thompson & Sutherland.....New Glasgow, N.S.
 Rogers Hardware Co., Ltd.....Charlottetown, P.E.I.

LEAD
SASH
WEIGHTS

SHEET
LEAD

PIG
LEAD



WIRE
SOLDER

BAR
SOLDER

BABBITT
METALS

INGOT
COPPER

TIN, ETC.

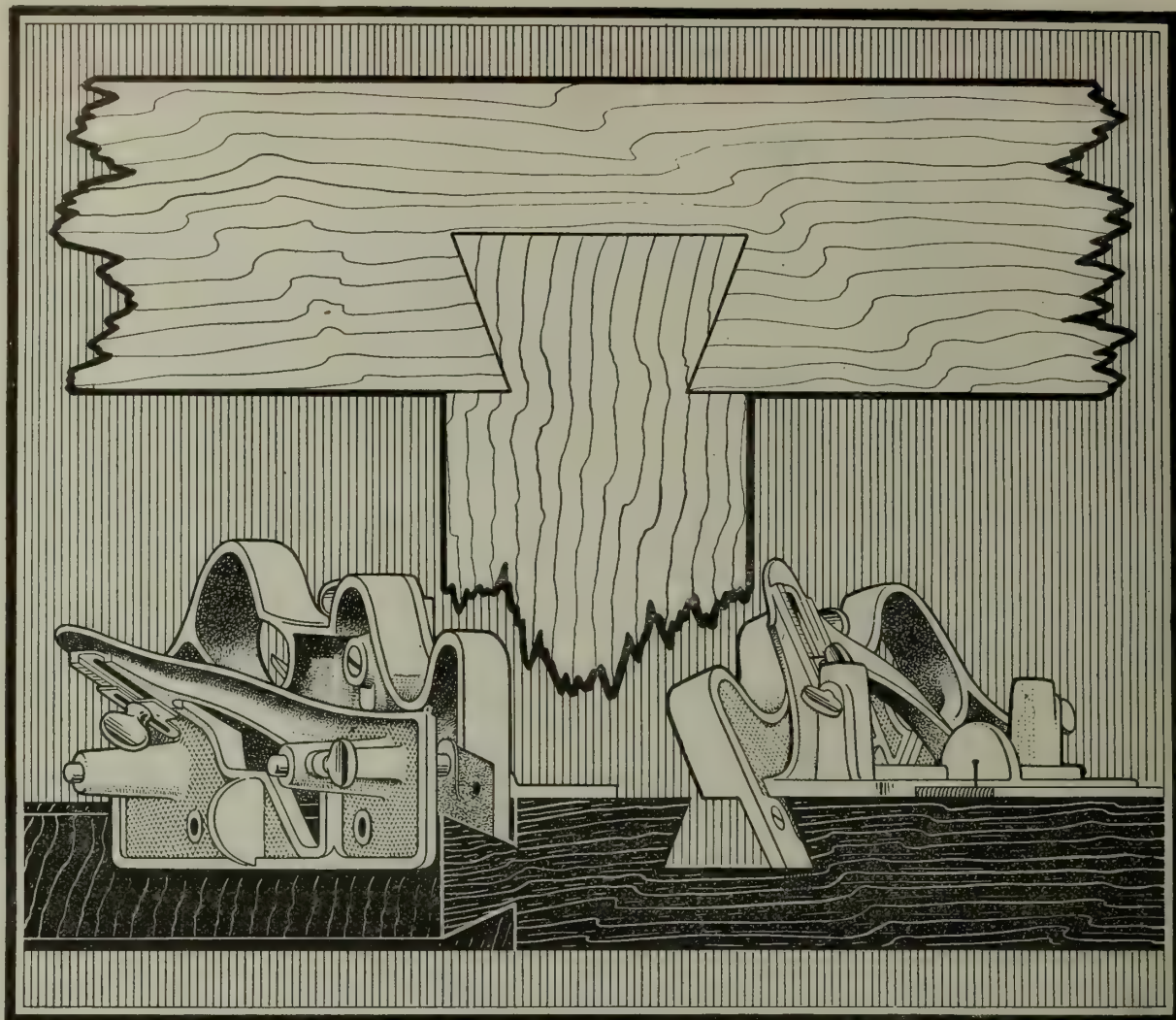
OUR NEW FACTORY

Equipped with the most Modern Machinery. Utmost Care in the Selection of Raw Material combined with Many Years' Experience

Makes it no idle boast that we have reached
The Highest Standard of Manufacturing Efficiency.

Hardwaremen know we manufacture GOOD GOODS. WRITE FOR PRICES.

THE CANADA METAL CO., LIMITED, Fraser Avenue, TORONTO



Stanley Tools

“444”

A Combination Dovetail Tongue and Groove Plane

Something entirely new. A Plane that will interest every user of wood-working tools in your town.

This most novel Plane at one setting cuts a dovetail groove and in the other setting a dovetail tongue to match.

Not only common dovetail joints, as shown in the illustration above, but irregular dovetail joints of all kinds can be made with its use.

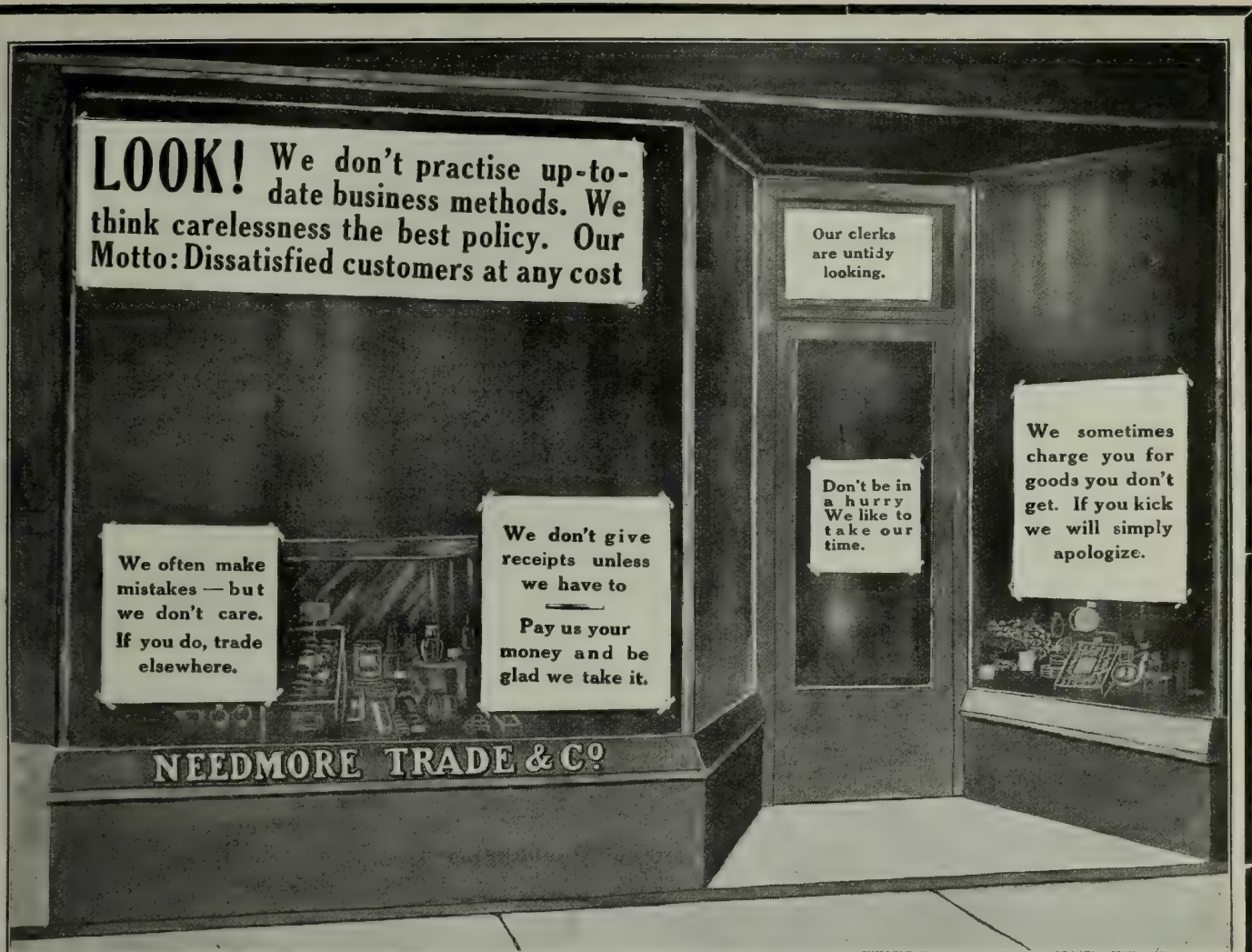
The operations are simple and the accurate, perfect fitting joints obtained, both parallel and tapering, will convince the workman of the utility of this unique and original tool.

Send at once for complete description, as it is going to attract a great deal of attention among pattern makers, cabinet makers, carpenters and wood workers in general.

STANDARD
THE WORLD
OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY
TOOL
GUARANTEED



This Is BAD Advertising !

YET thousands of merchants are doing this very thing every day. Not by sticking signs in the window—but by their methods, by their neglect to adopt modern store system. Actions speak louder than words, remember. You don't have to tell people how you do business. You are showing them, every day.

Is this the kind of advertising YOUR store is getting? This is a very serious question that every merchant should carefully consider.

If unsatisfactory conditions exist in your store lose no time in remedying them. Prevent mistakes, avoid disputes, stop all losses and insure absolute accuracy in all money dealings—as a million other successful merchants have done—by getting a National Cash Register. Then “put a receipt in every parcel.”

You cannot succeed without a good system—and the better your system the better you will succeed. No store system ever invented has done so much for so many merchants at so little cost, as the National Cash Register.

Customers like to deal in stores that have a National Cash Register. They know it guarantees absolute accuracy, promotes efficiency, and stands for up-to-date methods and good management. And they realize that good management means better values.

There's a National Cash Register built for you, and the money it will save you will pay for it.

WRITE FOR FURTHER INFORMATION TO

NATIONAL CASH REGISTER CO.

Head Office and Factory, for Canada, at Toronto

F. E. MUTTON, Manager in Canada



A TEN-STORY LESSON IN CONCRETE

FOR several reasons S. STERNAU & CO.'S new ten-story factory in John Street, between Gold Street and Hudson Avenue, Brooklyn, N.Y., here illustrated, is a building of uncommon interest. It is the first structure of reinforced concrete to be devoted to the manufacture of high-class metal goods. Not a stick of wood is used in its construction. The ceilings are $13\frac{1}{2}$ feet high and they, with the walls and floors, will be painted a white as spotless as the reputation of STERNAUWARE. ¶ Notice the abundance and size of the windows. A day-light factory is a fitting birthplace for products made to stand the closest scrutiny and to give the longest service. The new factory will be supplied with electric light and power, and with the best mechanical equipment in all departments.

¶ The building stands opposite to the great Jay Street Terminal, whence its output will be shipped without delays or repeated handlings to all parts of the United States. ¶ Not alone is this factory impressive by reason of its size and equipment. The fact that so large and costly a building is needed at all is a tribute to the qualities of STERNAUWARE. If the beauty, varied convenience, durability, originality in design, every-day usefulness and reasonable prices of STERNAUWARE did not appeal to an ever-increasing public, there would have been no call for a new factory. ¶ The lesson is plain to all dealers who either handle STERNAUWARE or ought to. The factory will be finished next Spring according to present plans.

29.3 Per Cent. Better

Made Under A Newly Discovered Process

The Latest Improvements in

XCELL BATTERIES

Our Batteries are now 29.3 per cent. better than
ANY OTHER Battery on the World's Market



To cope with the increased
demand We Have Removed
to our New Factory

23-25 PEARL STREET

with offices at

96 King Street West
TORONTO



The latest machinery, of our special design will turn
out these New Improved XCELL Batteries.

We have every facility to fill your orders promptly and
We Save You Money In The Beginning AND In The END.

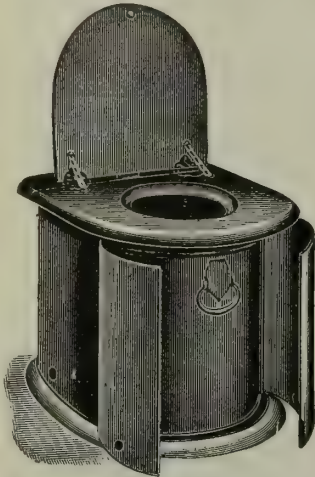
Two Factories to supply the Canadian Market.

CANADIAN CARBON COMPANY, LTD.

TORONTO	-	-	96 King Street West,
WINNIPEG	-	-	Irish and Bury Avenue,

The Red Cross Sanitary Closets

The Closet That Needs
No Water or Sewerage

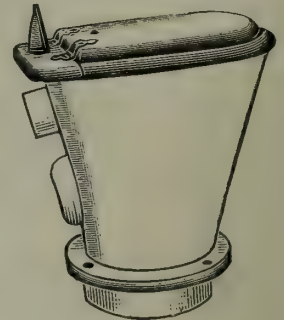


Can be installed in

1. Basement
2. Bedroom
3. Bathroom

No home or school complete
without them.

No expensive plumbing.
Perfectly Odorless.



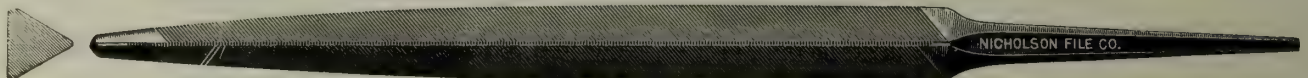
WRITE FOR CATALOGUE OF OUR SYSTEMS
1 CABINET 2 BOWL

RED CROSS SANITARY APPLIANCE COMPANY

Phone 191

GRIMSBY, ONT.

There is a Nicholson-made File for every filing purpose



Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

In Canada, the favorite Nicholson-made files are :

"AMERICAN"
"EAGLE"

"ARCADE"
"McLELLAN"

"GREAT WESTERN"
"KEARNEY & FOOT"

"GLOBE"
"J. B. SMITH"

Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of file quality. Your jobber can supply you.

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.



THE "SASKALTA" STEEL RANGE

Shown with
Reservoir and High Warming Closet.

Your fall stove business this year depends entirely on the stove you handle. Is it a first class article? Is it widely advertised? Is it backed by a reliable firm of manufacturers?

Do these manufacturers aid you in moving your stock?

These are vital questions, they mean success or failure to you.

The "Saskalta" Steel Range is unequalled in stove production, it is the embodiment of exclusive features. We back it with forty years of experience, and spare no expense in putting it before the public.

Do you know of a better proposition than this?

Are you prepared for the Thanksgiving Roaster Business?

We have a variety, covering nine styles and twenty-three sizes.

Can furnish in Enamelled or Sheet Iron finish

Advise us at once.

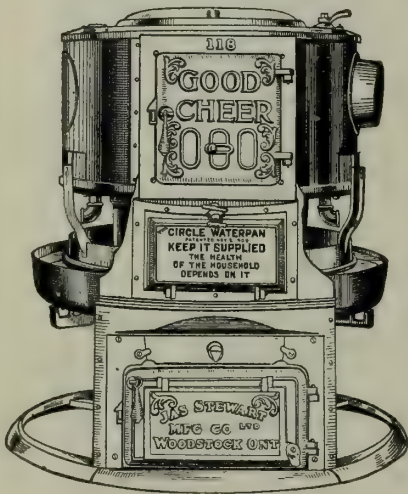
McClary's

LONDON TORONTO MONTREAL WINNIPEG
VANCOUVER ST. JOHN HAMILTON
CALGARY SASKATOON

You can well believe the good reports of the

“GOOD CHEER” WARM AIR FURNACE

(The Circle Waterpan Furnace)



For, to tell the truth, the results of the combination of the “Good Cheer” and our now famous Circle Waterpan have far exceeded even our own expectations. We knew that we were on the right road to the accomplishment of a more healthful and comfortable heat, but such a complete revolution in heating methods as has resulted through it was more than we looked for.

In comparison, ordinary furnace heat can only be classed as crude. Humidity is an essential, and the Circle Waterpan alone gives desired results. Beware of humidity claims based on makeshift contrivances. Good Cheer warmth is ideal and people are willing to pay the price for heat of this kind.

There's profit in this class of furnace work.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.

Distributing Agencies:

McLennan, McFeely & Co.,
Vancouver, B.C.

Wood, Vallance Hardware Co.,
Nelson, B.C.

Ross Bros., Limited,
Edmonton, Alta.

Jewel Stoves and Ranges

Royal Jewel Steel Range The Range of Quality.



STYLE R.F.

Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

We also make a great variety of Cast Iron Ranges and Cooking Stoves, including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. The Grand Jewel Wood Cook Stove is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of Heating Stoves to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.



The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto and Winnipeg.

Western Customers please write for information and send orders to our Winnipeg Branch, No. 130 James Avenue.



An Open Letter to the Stove Trade OF CANADA

Gentlemen:—

We want to tell you why we place the Economizer on every modern GURNEY-OXFORD Range sold to-day, *without extra charge*.

Every hardware man is familiar with the difficulty of impressing stove features on lady purchasers who know nothing of mechanics or of the detail of stove construction. Such a buyer will visit two or three hardware men and after hearing the story of each about grates, flues, waterfronts, or reservoirs, material, etc., etc., will be absolutely confused and will finally buy the most attractive looking range, or the range which was presented by the salesman who had the strongest personality.

Now let us examine the position of the salesman who offers say a Chancellor or an Imperial Oxford equipped with this Economizer. He can bring his talk by pointing out to Madame that the entire range is controlled by the one handle. He can say to her, "With this range you can forget the dampers, pull the handle up for more heat and down for less. Hold fire over night with all covers on range, but just pull the handle right down and you will always be sure of your result because of the graduated scale on which this handle works. Incidentally, it is a fuel saver, as it simply eliminates wasting coal."

From this the salesman can point out that this same little device will ventilate the kitchen, removing the odors of onions or other objectionable vapors from the top of the range.

This sort of talk will simply *grip* a purchaser's attention. It will put the salesman's talk in another class from that of his competitor who has spoken of features that the woman simply cannot understand.

That is one of the reasons why we give these Economizers with high grade GURNEY-OXFORD Ranges. It makes it so much easier to sell the range that we got more than enough additional business to recompense us.

But that additional business must come through you, the dealer, and your till will show a profit for every one of these additional ranges sold, if you are a GURNEY-OXFORD Dealer.

Won't you write us? Won't you tear off this coupon at the corner and mark with a cross which of the two courses you prefer us to follow?

Yours very truly,

(1) Please send us your stove catalogue. Also your book of dealer's helps, showing what you will do to help me sell goods. This without obligation on my part. ☐

(2) Have your salesman call on me at once for the purpose of presenting your business proposition. It is understood that I am in no way obligated to buy anything from him. ☐

THE GURNEY FOUNDRY CO., LIMITED

TORONTO, ONTARIO

Montreal

Hamilton

Winnipeg

Calgary

Vancouver

Business is always good with FORD Auger Bits

Here's Why

The FORD is on
the job every
minute—boring
a little faster,
a little easier
a little
smoother

Always
ahead of
the rest. It
works the same
under every
condition. Never
clogs, never scrapes
and never tears, and
the FORD is on the
job after all others are
worn out. These and
other FORD FACTS
mean money to the man
who uses Auger Bits.

This is why dealers who
push the FORD always enjoy
a brisk Auger Bit Trade.

Want to know more about this
splendid Bit? Write us direct
or ask your Jobber.

Ford Auger Bit Co.
HOLYOKE, MASS.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

Are You Doing Your Duty?

By keeping track of all the new build-
ings being erected in your neighbor-
hood.

By getting your share of the con-
struction or equipment contracts.

By finding out if they are properly
heated.

It is your duty to the human race
to use every effort in your power to
have "Pease" Furnaces installed in
all new homes and buildings.

That you should make some money
for yourself by doing your duty is
simply incidental—but fortunate.

Make yourself known to all builders
and property owners—tell them of
your convictions and experience of
"Pease" Furnaces. Show them how
the "Pease" will save them money—
insure good health and happiness—en-
able the kiddies to breathe good fresh
live air.

In fact, every time you are the means
of having a

PEASE FURNACE

installed in home or building you
deserve the blessing of the entire
civilized world and you enrich your-
self financially and mentally.



Economy Furnace—300—Series B.
Cased with Vertical Shaker.

PEASE FOUNDRY COMPANY
LIMITED

Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO. Ltd., WINNIPEG

LONDON BAR IRON

is the best line of bar iron
that money can buy. It pos-
sesses a uniformity of tex-
ture, toughness, and easy
workability that means
perfect satisfaction both to
you and to your customers.
And the price is as low as
we can make it without
sacrificing anything of its
quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto

Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable
QUALITY

50 per cent. Saving In Fuel

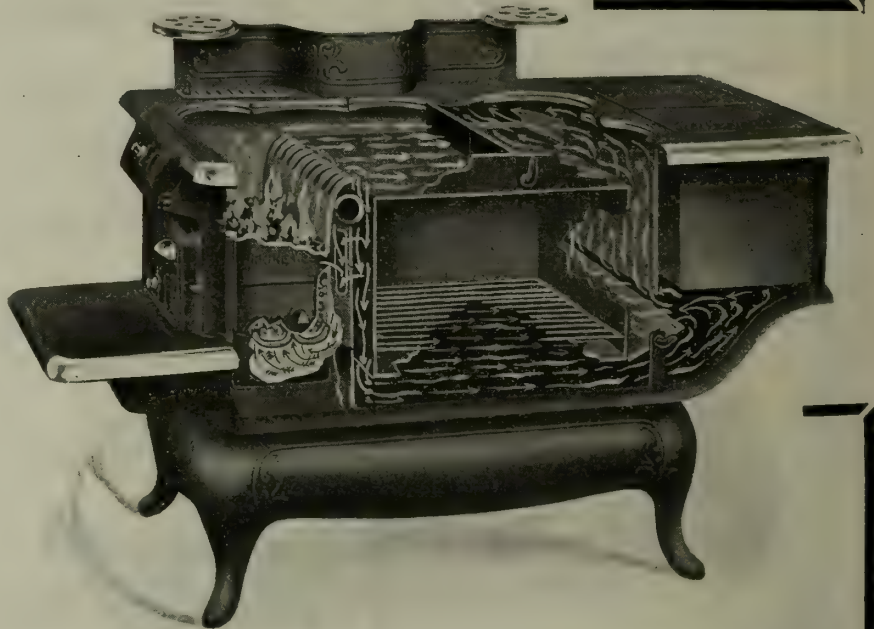
GUARANTEED

Mr. Hardwareman, when you buy from us you receive a written guarantee that this range will save 50 per cent. in fuel costs and give the best satisfaction that is possible.

Besides being an absolutely reliable and efficient range to your customers, it will bring you a large margin of profit and in time will greatly increase your trade.

It is made in steel and cast iron, and its construction is a marvel of simplicity and attractiveness.

Write at once for catalog and prices.



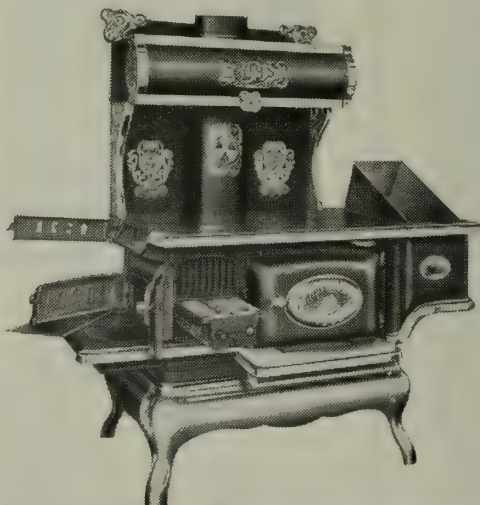
The Supreme Heating Co., Limited
Welland, Ontario

The Empire Queen Range

is so constructed that the heat is evenly distributed, thus insuring the most perfect results from the oven and from cooking holes at the same time.

The castings in the Empire Queen are very even, smooth, and well proportioned, adding greatly to the general appearance of the range.

Prospective buyers cannot overlook this range as it is very attractive and guaranteed to give absolute satisfaction.



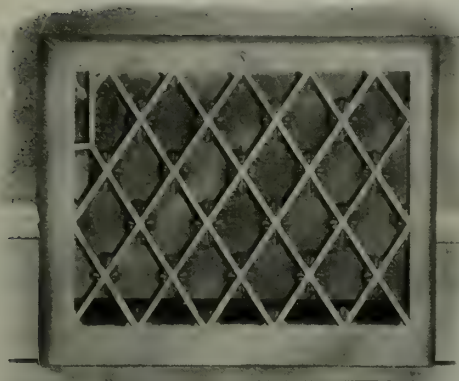
THE EMPIRE OAK

has a body that is made of heavily polished steel, mounted with a flange, forming a perfectly tight joint. It is an artistic and high-grade Oak that sells at a price that is within reach of everybody, leaving a large margin of profit for you.

Will burn either Wood or Coal.

The Canadian Heating & Ventilating Co.,
OWEN SOUND, ONT. **LIMITED**

AGENTS—Canada Stove & Furniture Co., Montreal, Que. Christie Bros., Ltd., Winnipeg, Man. M. C. Drew & Son, Vancouver, B. C.



THE IMPERIAL

Canadian Ferrosteel Company

BRIDGEBURG, ONTARIO

**SIDEWALL
REGISTER
SPECIALISTS**

All Designs. All Sizes. All Finishes.



THE MOORISH



METAL CEILINGS and SIDEWALLS

The best made at any price.

Decrease the cost of interior construction.

Increase Fire Protection, Sanitary Conditions and Artistic Effects in any Building, Public or Private, in City or Country.

A large variety of attractive designs to choose from.

Quality and Durability above the average.

SEND MEASUREMENTS FOR ESTIMATE

McFARLANE, DOUGLAS CO., Limited, 250-260 Slater Street
Ottawa. Ont.

This Stove Burns Stove Coal

**Quick in Action and Always
Under PERFECT Control.**

**The Cleanest, Safest and Most
Economical Base Burner.**

"Stove Size" Anthracite is better than "Chestnut" as it is purer coal, containing from 3 to 4 per cent. less slate and impurities. More pounds of real coal to the ton, burns better with less ashes, gives more heat units, holds fire longer and burns slower.

The "RADIANT HOME" is the only Base Burner specially constructed for burning "Stove" coal.

**The LEAST FUEL.
The MOST SATISFACTION.**

The
"Radiant
Home"



**SAMPLE ORDER
SOLICITED**

Constructed at the request of the Anthracite Coal Mining Companies and endorsed and recommended by

The Canadian Retail Coal Association,
The Susquehanna Coal Co.,
Lehigh Valley Coal Co.
Del., Lack, and Western Coal Co.
Phila. and Reading Coal and Iron Co.
Dickson and Eddy.

This style made in two sizes, Nos. 60 and 70, but for Chestnut Coal we still make Nos. 4, 5, 6 and 7.

The William Buck

Brantford Montreal Winnipeg

Stove Co., Limited

Calgary Saskatoon Vancouver

"SANKOTE" ASPHALT ROOFING

Everlastingly Waterproof. Cannot Be Beaten For Price.



Every dealer should stock a certain amount of roofing, but when doing this he must get a product that is strong and durable yet low in price.

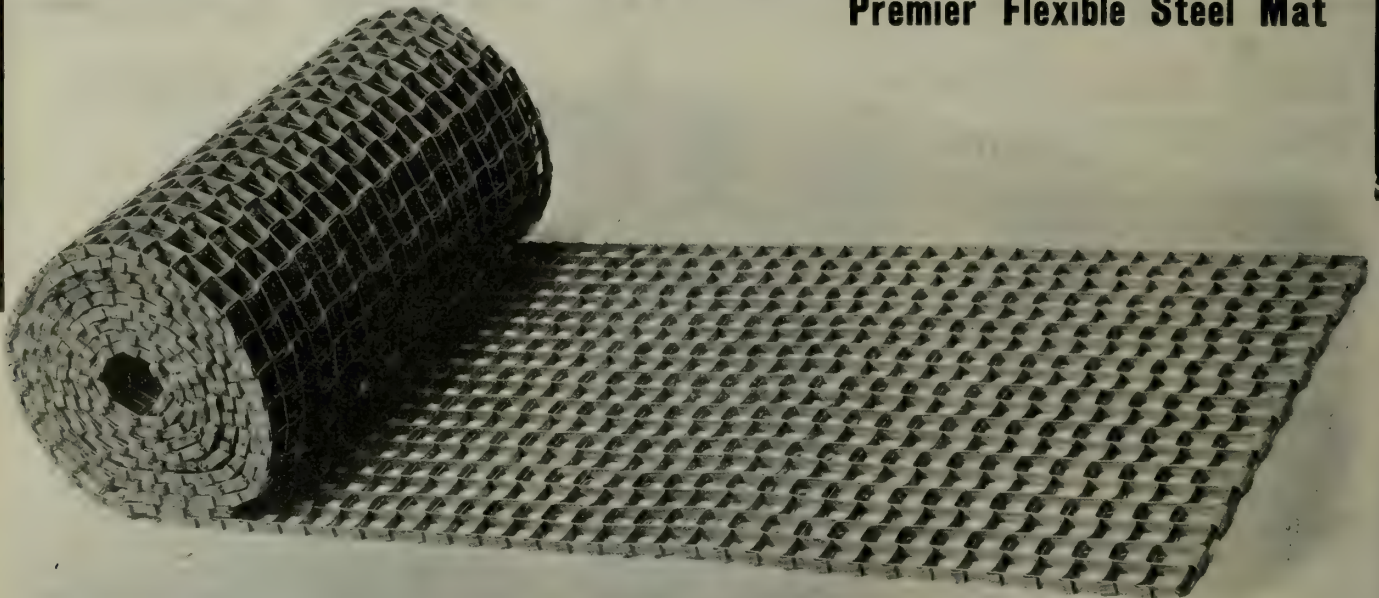
"Sankote" weatherproof roofing is the most satisfactory roofing made for Canadian climatic conditions. It can be used over old shingles, etc., and is the best value for the price on the market. Full directions, also Roofing Nails and Liquid Cement packed in every roll. Can be successfully laid by anyone.

Write us at once for full particulars about our "Sankote" and "Leeknott" Weatherproof Roofing, and also other Waterproof Casco products.

AGENTS WANTED

**Canadian Supply Co., 220 King St. W.,
TORONTO**

Premier Flexible Steel Mat



is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars. It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 ft. to 100 ft. Special mats made to order on short notice.

The Schultz Manufacturing Company, Limited
HAMILTON, :O: :O: CANADA



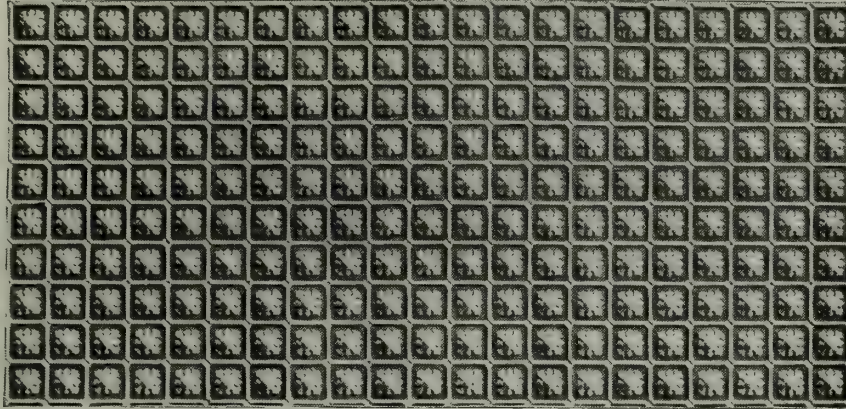
METALLIC CEILINGS

"Boost Them, Mr. Hardware Man, Boost Them."
HERE IS ONE OF OUR STRONGEST SELLING PLATES

No. 819
SHEETS ARE
95x29 INCHES.

CAN BE PUT
RIGHT ONTO
JOISTS.

NO FURRING
STRIPS
NECESSARY.



ACCURATE ON
THE JOINTS.

SHARPLY
EMBOSSED.

AN
EXCELLENT
PLATE FOR
CLOSE-PRICE
JOBS.

Write for Sample Piece. Gladly Sent on Request.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

(23)

These Two "YANKEE" TOOLS

are Catching the Mechanics

Same tool as the popular No. 30, but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

Quick Return,
No. 130



"YANKEE"

Push Brace No. 75

Bores $\frac{3}{8}$ " holes in any kind of wood in half the time of a Bit-Brace and does it easier. Drives and draws screws--- takes all the small tools and works in close quarters where a Bit-Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver. *These Are the Coming Tools.*

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

THE ONLY METAL



Magnolia has made its friends and reputation by such instances as are cited in the following letters, and it is just such trying conditions that bring out the true worth of Magnolia in strong contrast with all other bearing metals of whatever kind:—



Dear Sirs:—

West Irvine, Ky., Dec. 8, 1910.

I have used lots of MAGNOLIA METAL, in fact I will not use any other. I am running a 200 H.P. Automatic Engine heavy loaded. I took charge of it four years ago when I found it in bad shape. It was reported to me that I could not hold Babbitt Metal in the Quarter Box or crank brasses which I found to be true. I made an order for some "Magnolia" Metal and used it in both places and have never had any trouble since, in fact they hardly run warm. I believe it to be the **only** metal and will advise all Engine men who have trouble with hot boxes to try it and they will get out of trouble sure.

Yours respectfully, Charles Barkleroad, Engineer,

MOWBRAY & ROBINSON LUMBER CO.

Gentlemen:—

San Francisco, Cal., Jan. 27th, 1911.

Am an Engineer and have had dealings with your bearing metal and have found it an A No. 1 all around bearing metal.

Have used it in gas and steam engines which I have built, and am now building a direct connected dynamo engine to run at 500 R. P. M. The gas engine runs at 1800 R. P. M., and I have inquired from the people who are now using it and received word that the metal (Magnolia) is in first class condition after a very severe test; engine running day in and day out without any excessive use of oil, and bearing set up snug, load being very uneven.

MAGNOLIA is the **only** metal in my belief that would stand such use.

I remain Yours truly,

WILLIAM SCHINDLER, No. 105 Andover Ave.

SPECIAL OFFER PRACTICAL ENGINEER POCKET BOOK.
680 pages, over 2000 subjects---40c. post paid.

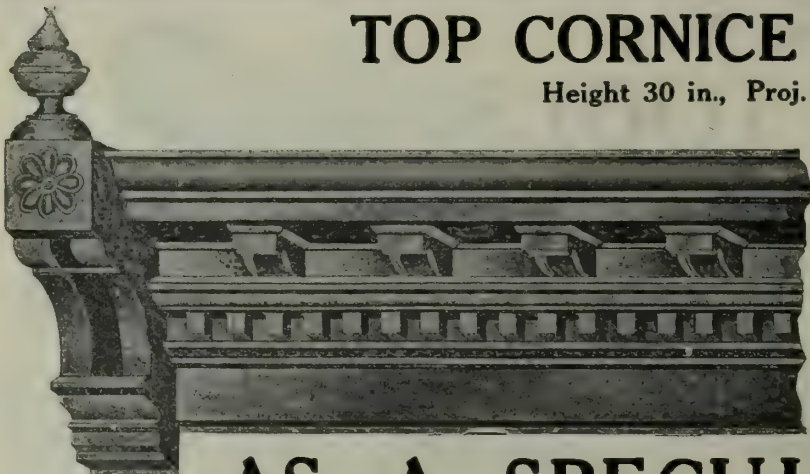
We buy these books in large quantities as an advertising medium and give engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal Office

Sold by Leading Dealers Everywhere or by

Magnolia Metal Co.

225 St. Ambroise Street
NEW YORK

MONTREAL
CHICAGO



TOP CORNICE No. 8014

Height 30 in., Proj. 18 in.

A Handsome, Bold,
Neat, Clear-cut
Cornice, throwing
deep, rich shadows.

AS A SPECULATION

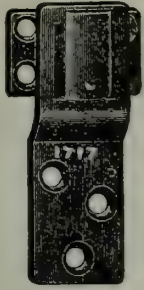
we made up a large quantity of this Cornice on our big new model power brake, and we made it to sell cheap.

Let us quote on your requirements.

GET OUR CATALOGUE C-1 ON CORNICES, SKYLIGHTS, ETC., ETC.

THE GALT ART METAL CO., Limited, GALT, ONT.

MAKERS OF THE FAMOUS "GALT" SHINGLE.



"Peerless"
Hanger

"Peerless" Hangers and Fasteners

are sure to attract fall trade, as they are the means of introducing convenience and comfort in every household. The cut below illustrates the great convenience for which they are noted.

Builders' Hardware

We manufacture builders' hardware that is far superior in quality to any other now on the market and sells at a most reasonable price.

This will mean good profits for you. Write for our proposition at once.

COWAN & BRITTON
Gananoque, - Ontario

COWAN & BRITTON



Showing the convenience
of the "Peerless"



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co., Limited
AYLMER, :: ONTARIO

WESTERN REPRESENTATIVES:

The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY

GREENING WIRE DOOR MATS

ALWAYS READY - - ALWAYS CLEAN

For the muddy season the Wire Door Mat will be greatly in demand. They wear a lifetime, and do not hold the dirt and moisture like rubber or coco fibre mats. The Greening Mats are made plain, or can be supplied with any name desired in white marble.

SPARK-PROOF WIRE GUARDS

are a necessity where there are children. Greening's are made of strong mesh wire cloth, close enough to prevent sparks from coming through, yet in no way interfering with the heating of the room.



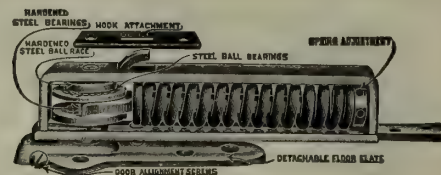
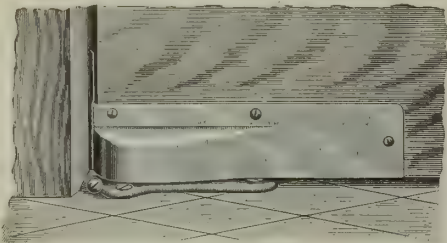
**THE B. GREENING
WIRE CO.,
Limited**

Hamilton
ONT.

Montreal
QUE.

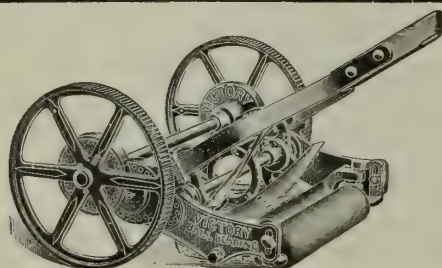
ASK US WHY

If you want to know more about "STANDARD"
DOUBLE ACTING
SPRING FLOOR



HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



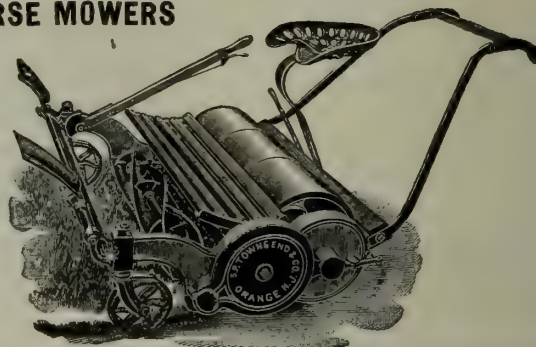
TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog
S. P. Townsend & Co.
ORANGE, N. J.



Are You Selling Our "Acorn" Ridging?



This ridging is made from the best grades Galvanized Iron in 10' (ten foot) lengths, on a heavy power press, with steel dies. Consequently, every length is absolutely true and straight—and the shape is uniformly correct.

You can sell this ridging to carpenters for their Wood Shingle Jobs; it makes a splendid Hip Cover as well as a Ridge Finish, and requires no wood filler when used over wood shingles. It will cost them no more than the wood ridge generally used, and is SO MUCH BETTER.

Mr. Dealer—You should carry 500 to 1,000 feet of this ridging in stock and Let The Public Know that You Stock It. Try a sample lot and see if you do not make more on your investment than you do on a similar amount invested in other lines.

THE METAL SHINGLE & SIDING CO., LTD.

PRESTON, ONTARIO

MONTREAL, QUEBEC



Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless

telegraph outfits, and numerous other things

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

When once used these will be always used.

For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.



OTHERS have accepted

Standard Silver Casserole Goods

as a staple line, and are well pleased with the results.

Why Not You?



Start this season, get a selection of these real good sellers, and let the immediate effect upon your sales convince you.

That they are the quickest and most profitable sellers has been proved by the sales during the year, and Casserole cooking is becoming more and more popular. The Standard Silver Frames, with Guernsey Earthenware Lining, have become well known through our advertising. Won't you profit by it?

Let our representative call and show you his line; you will see an opportunity to make friends and money.

Every Article Manufactured and Guaranteed by

Standard Silver Co., Limited

33-41 Hayter Street
TORONTO



MERMAID

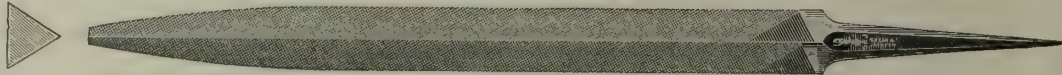
Every File Tested Before Leaving Works FILES

That do MORE WORK at LESS COST than ANY others on the market

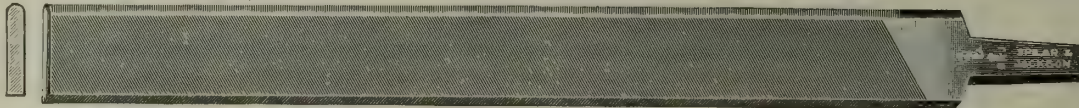


LEAP-FROG

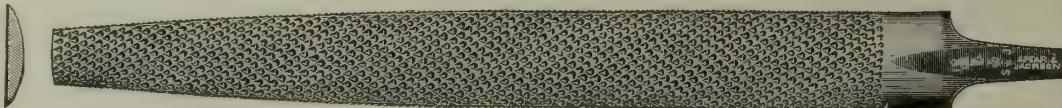
F 127-3
Square File



Hand File



F 21 - Half
Round
Rasp



F 122 - Mill
Saw File
one round
edge.

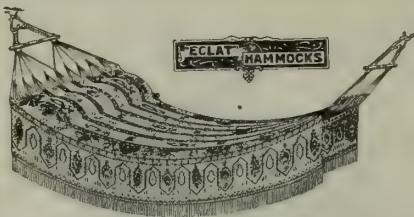


Also
AMERICAN
Pattern at
REDUCED
PRICES

Our Files are
used by the
LEADING
Manufacturers
in Canada, for
the simple
reason they
are more
EFFICIENT
than any
others.

HENDERSON & RICHARDSON
Board of Trade Building, MONTREAL

SPEAR & JACKSON
SHEFFIELD, ENGLAND



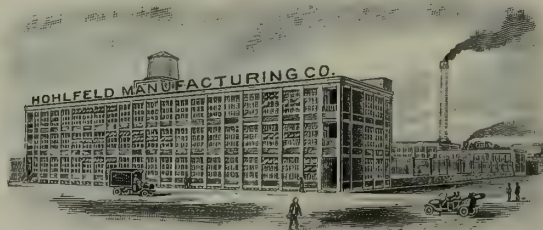
THE HOHLFELD LINE OF High Grade Hammocks for 1912

is now ready and will be shown
throughout Canada by

GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL



The Most Profitable
Line
Because it is Most
Saleable



The Most Popular
Line
Because it is Most
Satisfying

Main Office and Mill, Philadelphia, Pa.

NEWEST DESIGNS, WEAVES AND COLORINGS



Known the world over as the standard
by which all others are measured

Geo. Borgfeldt & Co., Agts.
TORONTO

Catalog and Prices on request





Showing how asphalt is dug from Trinidad Lake and transported to ship-board for Genasco Roofing

There's money in Genasco

the Trinidad-Lake-Asphalt Roofing
for live dealers

Genasco is profitable because it is satisfactory. Satisfied customers make more business for you. They spread the good reputation of the dealer who sells superior products. They order again; and they stick to the dealer who sells them roofing that lasts.

Sell your customers Genasco—the roofing of proven quality, backed by the largest manufacturers of ready roofing in the world.

Tell them Genasco is made of Trinidad Lake Asphalt—the greatest waterproofer and weather-resister known; tell them it endures after ordinary roofing has cracked and crumbled; tell them it is *the* roofing for service and economy.

The Kant-Leak Kleet adds to your customer's satisfaction. Prevents nail-leaks. Water-proofs lap-joints without smeary cement, and makes the roof attractive-looking.



Order Genasco from your jobber with
Kant-leak Kleets packed in the rolls.

**THE BARBER ASPHALT
PAVING COMPANY**

Largest producers of asphalt, and largest
manufacturers of ready roofing in the world.

PHILADELPHIA

New York

San Francisco

Chicago

Cross-section Genasco Model Roofing



Caverhill, Learmont & Company, Montreal

D. H. Howden & Co., Limited, 200 York St., London, Ont.

New Idea No. 17 Trowel of Quality



Wider Heel

Hang is Perfect

Send for Catalogue

Marshalltown Trowel Co.

MARSHALLTOWN, IOWA

PLIERS :: SHOVELS :: LOCKS

Mr. Buyer:—We can give you immediate shipments in these lines. Our stock is complete and our lines the very best. We know our price will interest you.

SOLE AGENTS FOR THE CELEBRATED

Linstrom Swedish Pliers and Geo. Wolfe & Son's Shovels

WRITE FOR CATALOGS.

Schuchardt & Schutte, 307 Coristine Bldg., Montreal

CORRUGATED IRON IS NOW IN DEMAND

Ours is stamped absolutely straight and uniform, therefore no time is lost when putting it on a building, which of course reduces your cost on the job.

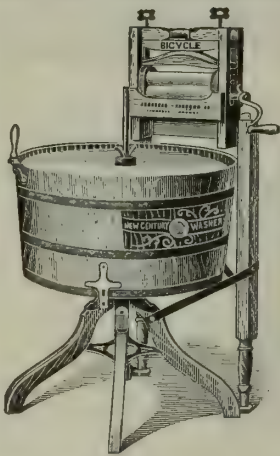
Get our prices for Flat Galvanized Sheets.

WHEELER & BAIN

THE QUICK SHIPPERS

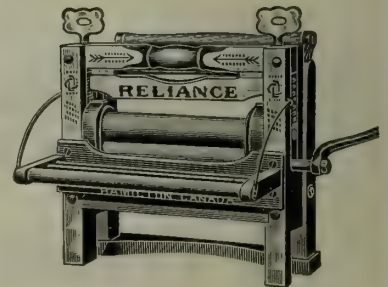
TORONTO

CANADA



The Real Thing in Household Labor-Savers

There has never been a time since Washing Machines and Clothes Wringers have been on the market that **NEW CENTURY WASHERS** and **ARROW BRAND CLOTHES WRINGERS** were not the Most Satisfactory Machines to Sell.



Repeat orders and increasing sales prove it.

Agents: W. L. Haldimand & Son, Montreal, Quebec
H. F. Moulden & Son, Winnipeg, Manitoba

Cummer-Dowswell, Ltd., Hamilton, Ont.



Salem



Kingston



Morrow



Turenne
ONTARIO



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH

"New Designs"

See Our 1911 Supplement

CANADA

HERO STANDARD METALWARE

HERO QUALITY

Oilers - Bottle and Jar Caps
Aluminum and other Sheet-Metal Specialties



CARRIED BY ALL LEADING CANADIAN JOBBERS

The Hero Manufacturing Company

PHILADELPHIA, KENSINGTON, PENN., U.S.A.



INVALID CHAIR

The divided leg-rest chair shown in the cut has wheels and metal work of steel and malleable iron, has a frame of best hardwood, while seat, back and front, are of cane webbing. The comfort and ease that it brings to the invalid and the splendid wear, resulting from the use of sturdy materials, make it a readily-sold chair.

The Gendron Mfg. Co., Limited

DUCHESS STREET, TORONTO, ONT.



Sell "Safe-Lock"

the strongest fence made.

Before you order any more fencing, just note the "Safe-Lock"—
it cannot slip.

Strand wires in the "SAFE-LOCK" Fence do not have to lose strength by being kinked—the lock holds without it.

This feature is a great selling point—it means greater strength, greater durability, greater value for your customer's money.

The man who has the "Safe-Lock" Agency in you locality will just naturally get the bulk of the trade.

You be the man—write us for Catalog and Prices
Write us to-day.

The Owen Sound Wire Fence Co., Limited

Owen Sound, - - Ontario

Western Agents

Brandon Safe-Lock Fence Co.

Brandon, - - Man.



"DELTA SPECIAL" FILES



This file will sell quickly as it has every advantage to make it the most efficient for skilled workmen.

Four handles are given with each dozen, although any handle may be used with this file

are made very slim and blunt to file Panel and all fine tooth saws. This make of file has more teeth to the inch and has a sharper edge than other files so as to leave a clean gullet and a smooth even tooth on the saw after filing.

We employ only expert file makers and use only strictly first-class material, resulting in a file of unusual quality and temper.

Write us to-day.

Delta File Works, Philadelphia, Pa.

Canadian Selling Agents—H. S. Howland, Sons & Co, Toronto;
Stark-Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.



TELEGRAMS: "BIGSBY, MITCHAM."

(Established 1840)

CODE: A B C—5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

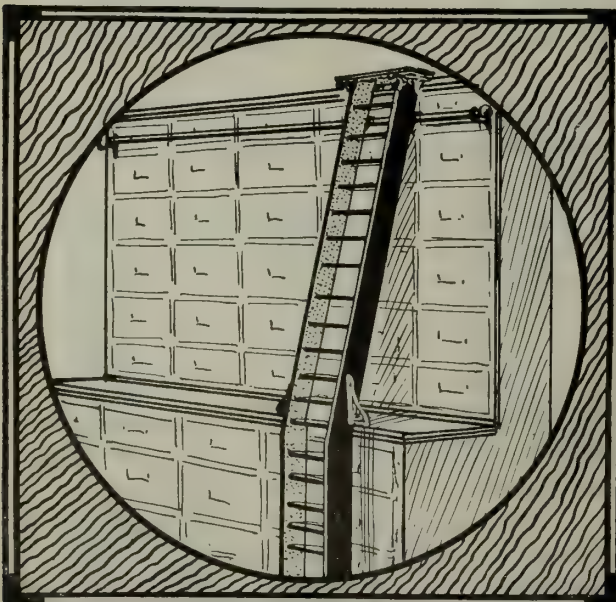
Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardboard Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal.
For British Columbia—AMES BROS., Box 355, Vancouver, B.C.
Saskatchewan, Alberta, Assiniboia and Manitoba—G. H. SAYWELL, Saskatoon.

Mr. Saywell is now in Canada fixing up Agencies. Write him at once.



The difficulty of getting at things and the labor of moving them about are greatly lessened if your store is provided with a

Bicycle Step Ladder

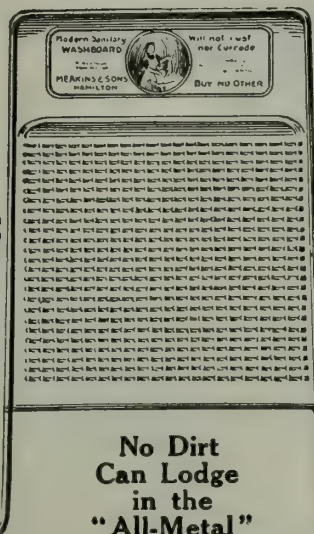
But get the right kind. Our Bicycle Ladders combine solidity with lightness, being perfectly safe and yet easily moved, and are fitted with silent and easy rolling running gear.

Give us the measurements and particulars of shelving of your store and we will quote you our price for installing a bicycle step ladder to meet your requirements and to match the interior of your store

Hamilton Brass Mfg. Co., Ltd., Hamilton, Ontario.

Montreal Office—327 Craig Street West

Clean Washboards



No Dirt
Can Lodge
in the
"All-Metal"

MEAKINS' SANITARY WASHBOARDS

keep out dirt and the germs
that lodge in it.

They are made in one
piece without any cracks or
wood to absorb the filth and
disease that always lodge in
the ordinary kind.

They are everlasting. The
heavy metal cannot be worn
and become rugged, tearing
the clothes, as does the ordin-
ary zinc covering.

Women buy them on sight.

Excellent profits assured.

WRITE TO

Meakins & Sons
Hamilton, Ont.

Perfection Steel ANKLE SUPPORT

is made from the best quality of
steel, and is so devised that
by means of a hinge and
sliding attachment the
ankles may bend forward
or backward, but simply
cannot bend sideways.
Display it in your win-
dow or give it a de-
monstration and it
will quickly sell
itself.

Write for
catalog
and prices.



The Owen Sound Steel Press Works, Owen Sound,
Ontario.

Superiority and increased strength of

Cochran Pipe Wrench

Instantly recognized by
all practical men.

Longer life, no
failures, and
less cost for
repairs—stand
for economy.

Results for
which all users
are striving.



Cochran Pipe Wrench
Mfg. Co., Chicago
Canadian Branch: 70 George St., Ottawa



STANDARD
CAP and SET
SCREWS

SPECIALS

MADE TO YOUR SAMPLES

PLAIN or
CASTELLATED
NUTS

When ordering special screws and parts from us you may be assured that we will get busy as soon as the order is received. Our complete equipment enables us to handle quickly all kinds of milled work in Brass, Steel and Iron. The Quality is first class and price is right.

It will pay you to let us figure with you on your next order for special parts, or send you Catalog of stock goods?



THE NATIONAL-ACME MANUFACTURING COMPANY,

CLEVELAND, OHIO - MONTREAL, QUEBEC

Branch Offices—NEW YORK, BOSTON, CHICAGO, DETROIT, ATLANTA
Warehouses—NEW YORK, CHICAGO, Factories—CLEVELAND, MONTREAL



H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose as well as for occasional hunting.

Here's the gun:



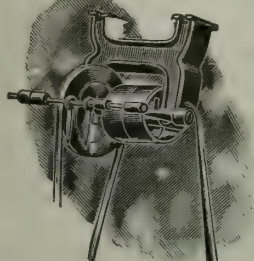
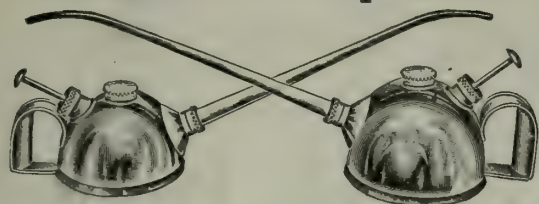
Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5½ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

Howland's Pump Oilers



A slight pressure of the plunger pumps the oil to the bearings.

For sale by
all Jobbers
in Canada.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.

MORE AND MORE FREQUENTLY CANADA CEMENT IS BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS AND ARCHITECTS KEEP THESE FACTS IN MIND.

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw, Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.; Belleville, Ont.; Marlbank, Ont.; Lakefield, Ont.; Hull, Que.; and Montreal, Que., gives us ample shipping facilities to ensure prompt delivery.

PRICE.

Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

CONCRETE BLOCK MACHINERY.

By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.
MONTREAL TORONTO WINNIPEG CALGARY

"AMPHIBIA"

WATERPROOF
**THRESHER
BELTING**



is guaranteed never to come apart or stretch when exposed to moisture. It has a lasting quality that has caused many imitations to be placed on the market.

There is no other belting just as good or near as good as "AMPHIBIA." It has been produced after many years of testing and experimenting with an aim to produce a belting of superior quality to other brands on the market.

Handle "AMPHIBIA" Belting and reap the good profits that are allowed to every dealer.

Sadler & Haworth

ESTABLISHED 1876

MONTREAL, 511 William St.
TORONTO, 27 Melinda St.
ST. JOHN, N.B., 89 Prince William St.
WINNIPEG, 244 Princess St.
VANCOUVER, B.C., 217 Columbia Ave.

West India Co., Limited

305 St. Nicholas Building
MONTREAL

THE CANADIAN HOUSE OF

Sandbach, Tinne & Co.
3 Cook St., LIVERPOOL
(Established 1805)

Sandbach, Parker & Co.
DEMERARA
(Established 1782)



Our Liverpool house has a special knowledge of the Hardware and Metal markets in Great Britain and Continent, having been large buyers for very many years.

They solicit enquiries from Canadian merchants and offer their services as buying agents on moderate terms.

They will have a special representative at our office in Montreal for the next few months, who will be ready to give any information required. References given and required.

If you want to get to rock bottom sources of supply, please give them a trial, and we feel certain you will be satisfied with result.

WEST INDIA CO., Limited

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

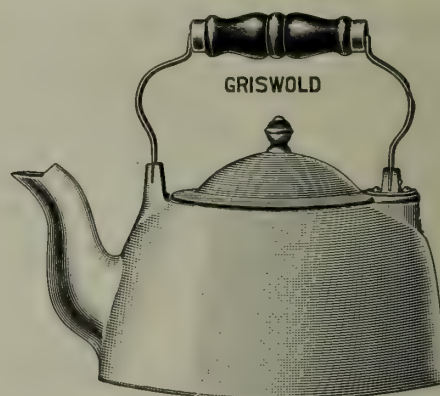
Get Your Share of Griswold Profits!



"GRISWOLD" Aluminum Ware

is just what the up-to-date housekeeper demands as it is very light, durable and easily cleaned. We were the first to cast aluminum into cooking utensils and are still first in quality.

There is an excellent profit for the dealer on every one of our articles. Write for catalog.



Griswold Waffle Irons

have extra heavy pans, patent ball lock, jointed hinge, permitting pans to turn with ease; air cooled sockets, preventing burnt fingers, and a specially designed ring that catches every drop of grease or butter.

The
Griswold Mfg. Co.
Erie, Pa.

OLD
RELIABLE
HOUSE



MAKES
THE
VARIETY

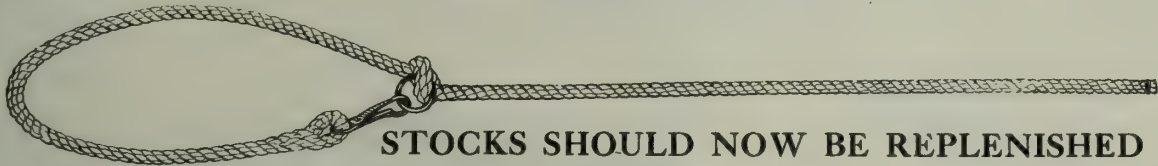
Consumers Cordage Co.,

LIMITED

MONTREAL, QUE.

HALIFAX, N.S.

Manufacturers of everything in Cordage, Twines,
Packings, Yarns and Tarred Goods



STOCKS SHOULD NOW BE REPLENISHED

JUTE

Snap Halters, Packings,
Twines.

RUSSIA

Halyards, Deep Sea Lines,
Packings, Twines.

SISAL

Snap Halters, Clothes Lines,
Baling Cords.

WELL ASSORTED STOCKS CARRIED AT BRANCHES AND AGENCIES:

F. H. Andrews & Son
Quebec, Que.

Consumers Cordage Co., Limited
22 Church St., Toronto, Ont.
and St. John, N.B.

Tees & Persse, Limited
Winnipeg, Regina, Calgary,
Edmonton, Moose Jaw, Saskatoon.

MacGowan & Co.
Vancouver, B.C.

You Can Add \$20.00 Monthly to Your Income

IF YOU WILL ACT AS MACLEAN'S SPARE
TIME REPRESENTATIVE IN YOUR TOWN

No matter what you do now, you can add this snug sum to your income during your spare hours, without interfering with your regular work.

It is both easy and pleasant to earn this big money.

We will tell you who to see, what to say, and how to get the orders. You can easily add from \$5 to \$50 to your monthly income. Hundreds of others are doing it—so can you.

You will act as circulation representative of the fourteen publications of the MacLean Publishing Company. Our papers are well established, and easy to sell.

Send for our plan now. Write a letter, or a post card will do. It will bring you, by return mail, complete particulars.

MacLEAN PUBLISHING COMPANY, 143-149 UNIVERSITY AVE.
TORONTO, - - ONTARIO

Corner the Heating Business of your locality
by recommending

“Souvenir” Furnaces

You cannot recommend “Souvenir” Furnaces too highly, because they represent all that is latest and best in Furnace construction.

“Souvenir” Furnaces are designed by prominent heating engineers—constructed by skilled workmen from the best materials.

That’s exactly why we can so confidently guarantee “Souvenir” Furnaces.

Exactly why you may so confidently recommend them.

Don’t you see that we could not possibly issue a legal, money-back guarantee — a guarantee just as good as gold unless we positively knew that “Souvenir” Furnaces would make good.

Nor could we afford to ask you to specially recommend them.

Three Important Points:—

- 1st. “Souvenir” Furnaces are the right quality from base to dome.
- 2nd. “Souvenir” Furnaces are guaranteed.
- 3rd. Prompt Deliveries assured.



The Hamilton Stove & Heater Co., Limited

(Successors to Gurney, Tilden & Company Limited)

Hamilton, : : : : Ontario.

The Stove and Furnace Centre of Canada.

Remember the Number



THE AUTOMATIC DRILL

That should be in
every dealer's stock
because
it is needed in
every mechanic's kit.

This is a fine tool, made
from the very best materials
by a concern with more than
twenty years' experience in this
particular line.

Dealers will find it a good
Drill to sell, as it is certain to
give satisfaction.

Goodell-Pratt Co.

Toolsmiths

GREENFIELD,

MASS., U.S.A.



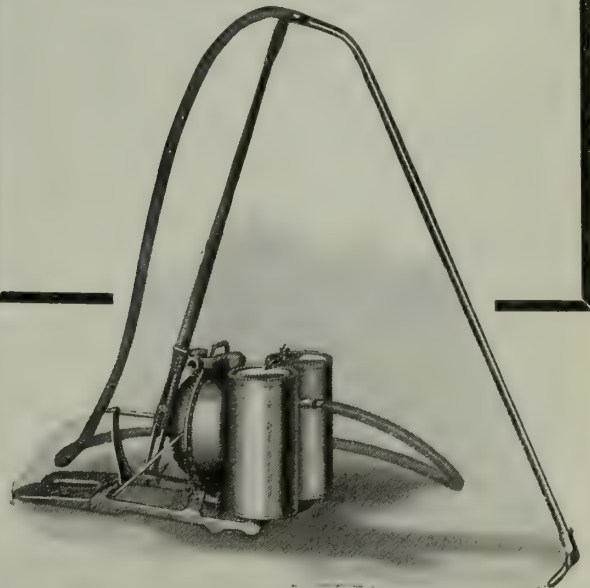
The "ONWARD" VACUUM CLEANER

THE "DOUBLE TANK" MEANS LESS WORK

The double tank device (an exclusive feature of the Onward Automatic Hand Power Vacuum Cleaner) separates 95 per cent. of the dust from the air without the use of screens, baffles or water. Only 5 per cent. of the dust is screened, which means that the screening device offers but 5 per cent. resistance to the pump. This machine is the easiest to pump and the easiest to empty, as there are no complicated screens as in other cleaners.

It has the greatest air displacement because the pump is one-third larger than any other. This gives it a more powerful suction and a strong blow. (This is the only hand machine that blows as well as sucks).

Do not be deceived by any other claimed to be just as good as the Automatic Hand Power. Made of malleable iron and steel, it will last an ordinary lifetime. Write for prices and discounts. Illustrated circular upon request.



ONWARD MFG. CO.

Largest Builders of Hand and Electric
Power Vacuum Cleaners in Canada.

BERLIN

::

CANADA

DOMINION SHOT SHELLS

(MADE IN CANADA)

OUTSHOOT ALL OTHER MAKES

Chas. E. Mink, using New Dominion shells, won high Prof. average at the Vancouver Gun Club for the year 1911.

93 + % 1596 × 1715 93 + %

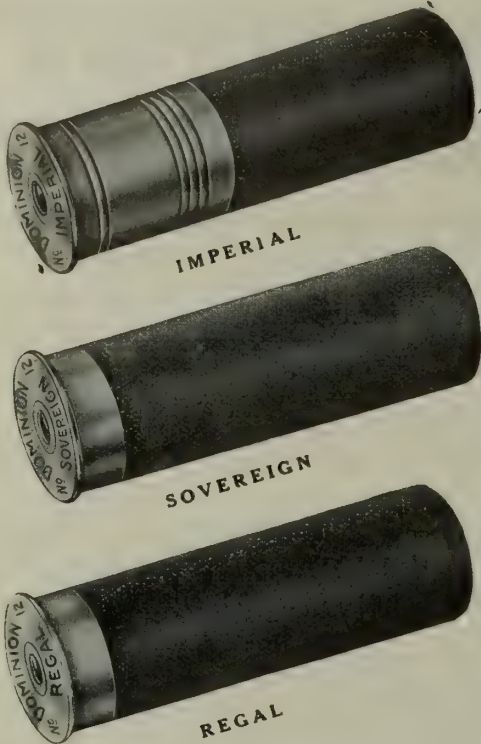
Proving Uniformity, Velocity, Pattern.

NEW DOMINION

DUCK LOADS HIT HARD AND KILL

Use them at the trap, in the blind and field. The result will be most gratifying. Guaranteed and sold by all hardware and sporting goods dealers.

Dominion Cartridge Co. Limited
MONTREAL, CANADA



**PRICE IS NO OBJECT WHERE THE DAY'S
SPORT DEPENDS ON THE AMMUNITION**

The Dealer who is awake to the Wants of Sportsmen stocks

Remington-UMC

Arrow and Nitro Club Smokeless Shot Shells

because the steel lining gives better pattern, better penetration and greater velocity for the same load.

Remington-UMC

Steel Lined Shot Shells

have won the Grand Canadian Handicap for five years straight
Dependability is guaranteed by the name

Remington-UMC

Remington-UMC, the perfect shooting combination.

REMINGTON ARMS :: UNION METALLIC CARTRIDGE CO.
299 BROADWAY, NEW YORK CITY

Hardware Store with Superior Equipment

A. LATHAM, MOOSE JAW, HAS ADOPTED MANY FEATURES WORTHY OF NOTE—STORE FITTINGS ARE OF HIGH GRADE—SPLENDID LAYOUT, WITH ROOMY AISLES—LARGE FRONT WINDOW.

In the larger centres west of the Great Lakes, hardwaremen in general are pointing the way to other retailers, in the construction and equipment of their store premises. Some of the finest hardware stores in Canada, are now to be seen in the West, and that is not surprising, as, in a growing country, the hardwaremen are generally the class of merchants to derive the greatest amount of profit from the general prosperity.

Moose Jaw is one of the most modern of the western cities and the hardware store of A. Latham, in that city has been described by travelers, as one of the best equipped hardware establishments west of Winnipeg.

Many New Ideas.

Mr. Latham's store, as illustrated on this and the two following pages, embraces many new ideas in lay-out,

which will be of interest to all hardwaremen. Of course, they could not be carried out completely, under ordinary circumstances, as Mr. Latham is fortunate in having a corner store, and an exceptional frontage.

The front of the store measures 50 feet across, and, as the main entrance has been fixed right at the corner, practically the whole front is taken up by one large show window. There are also three show windows down the side, one of which adjoining the side entrance, is exclusively devoted to paint displays. It will thus be seen that Mr. Latham possesses exceptional display facilities.

The side entrance admitting at once to the paint department, is a valuable feature, which is treated at greater length on page 59, where will be found a cut of the paint department in this store.

View from Entrance.

One advantage of the main entrance being situated in the corner, aside from the extra window space it allows, is the fact that a customer, upon entering, has a good view of the whole store, and can very soon locate the goods he wants. It also creates an impression of size and roominess.

For a similar reason, the office has been established in the other front corner of the store. This enables the proprietor to get a clear view of the store, better indeed than can be secured from the main entrance, as it offers an unobstructed view of the extension in which the oils, harvesting tools, and heavy goods are handled.

Fine Store Fixtures.

This store is completely equipped with fixtures of the most modern character. The silent salesmen are numerous, and



A Glimpse of Silverware, Cutlery, and Shelf Hardware Depts.
A. Latham's Hardware Store, Moose Jaw, Sask.



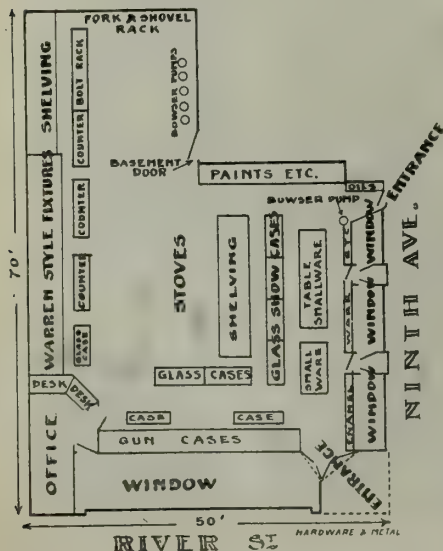
View from Main Entrance, A. Latham's Hardware Store, Moose Jaw, Sask.

each is designed to display, to best advantage, the quality lines such as silverware, cut glass, fine china and cutlery, which are now recognized as goods genuinely suited for the hardware store.

The gun cases are deserving of special comment. They permit the display of a large stock of guns, at the same time

keeping them free from damage by dust or dampness. This gun case, running along the front of the store, is placed so as to arrest the attention of everyone, entering or leaving the store and it makes a fine impression.

A large space is reserved in the centre of the store, for the stove display. This department is convenient to both main and side entrance, and is bound to attract the attention of all who are interested in stoves.



Lay-out of A. Latham's Hardware Store at Moose Jaw.



Builders' Hardware Department, A. Latham's hardware store, Moose Jaw, Sask.

The left hand side of the store is splendidly equipped to handle and display all kinds of shelf hardware. The most recent ideas in shelf cabinets have been incorporated here, and the result is a pleasing appearance to customers, and the utmost convenience to clerks. A rolling ladder makes every cabinet readily accessible.

Mr. Latham uses a battery of Bowser pumps to handle his oils. They are placed just behind the basement door, with the exception of one, which has been placed in a 'corner of the paint department, the better to facilitate the filling of orders for linseed oil.

Steel Ceilings add to Appearance.

It will be seen that Mr. Latham has finished his store with an attractive design of steel ceiling, which adds considerably to the fine appearance of the premises. The deep metal-covered beams give a massive impression, which is quite in keeping with the rest of the equipment.

One feature which adds selling value, is the use which is made of the top of the gun case. Here are several stuffed animals, which show up strongly against the transom light. It is also made the receptacle for some attractive show cards.



Exterior of A. Latham's hardware store. Moose Jaw, Sask.



Sporting Goods Department. A. Latham's Hardware Store, Moose Jaw, Sask.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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Montreal 701-702 Eastern Tp. Bk. Building. Phone Main 1255
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 Chicago A. H. Byrne, Suite 407 Marquette Bldg, 140 Dearborn St.
 France John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain, 8s 6d; elsewhere 12s

PUBLISHED EVERY SATURDAY.

MANUFACTURERS PLEASED WITH OUTLOOK.

A spirit of optimism has pervaded the sessions of the Canadian Manufacturers' Association who have held their Annual Convention at Toronto during the week. At the business meetings and among the informal gatherings in the rotunda, talk has constantly turned upon the present industrial prosperity of Canada, and the almost certain prospects of its continuance.

During the past year business in the United States has been none too good. In fact, it has been frankly disappointing to manufacturers in almost every line. In former times, slack business conditions in the United States have invariably had serious effects upon Canadian industries. In this last year, except in some isolated cases, Canada has scarcely felt the prevailing depression across the border. It is, therefore, a matter of warm congratulation among the manufacturers of this country that the situation in Canada is so encouraging.

It has been repeatedly stated, within the past year, that Canada is, to-day, the most prosperous country in the world. With millions of acres of fertile land yet to be cultivated, and with untold mineral resources yet to be developed, it would seem that nothing short of incapacity on the part of executive heads can check the prosperity of Canadian manufacturers.

MEETING THE DEMAND FOR THE PRACTICAL.

Wholesalers report a heavy demand for cutlery, and have no hesitation in mentioning as the cause of this demand, fall weddings. Unfortunate is the bride indeed, who does not receive among her other presents some flat silver, some knives and forks.

It is a practical age. The child's question, "What is it for?" finds its way into the minds of the grown-up; and if a thing is of some every-day use it is highly valued. So those buying wedding presents are purchasing practical things—things which will bring joy to the newly married long after the word "newly" ceases to apply.

The orders received show that many dealers are now taking advantage of this demand for the useful. They are stocking with these lines. They are advertising them. They are giving them a prominent place in the window. But others might well take such steps. If they think it is too late for fall weddings they can prepare for Christmas.

Time was when a hardware store was not considered the place for Christmas shopping. But those days have

passed. The hardware merchant now handles many lines which are in great demand in the house. He can furnish things which will be appreciated by father, mother, sister and brother. He has gifts suitable for "her." All he has to do is bring these properly before the people to secure sales.

PREPARE FOR CHRISTMAS TRADE.

Although in point of time, Christmas is still a long way off, from the standpoint of the retail merchant it is not too early to begin preparations for the Christmas trade. The merchant has to start preparations long before the shoppers. He has, in the first place, to order his stock. Then there are shipments to be seen to and the placing and arranging of the goods. All this has to be done before the actual trade starts. It will readily be seen, therefore, that the merchant has to make an early commencement.

Although hardwaremen have of late years been securing a larger portion of the Yuletide trade, they are not yet doing as much as they are justly entitled to. The hardware store carries many lines of goods admirably suited for the purpose and the only reason why people have not got into the habit of seeking out a hardware store when bent on holiday purchases is that too many dealers have absolutely neglected their opportunity. To draw trade it is necessary to impart a holiday air into the establishment and to make special displays; dark and undecorated stores have a repelling influence around Christmas time. It is necessary to make a special effort to get the trade, for competition is then at its keenest.

It is to be hoped that the coming season will see an all around improvement in methods of holiday merchandising; and the first step in the right direction should be the making of an early start. The matter cannot be allowed, with any degree of safety, to go much longer. An early start will insure a profitable finish.

A GOOD TIME FOR COLLECTIONS.

Reports from all sections of the country are to the effect that collections are good. "Our customers are paying us more readily than for some years," said a stove manufacturer this week. "and there seems to be plenty of money in sight."

There can be no doubt whatever that the country is enjoying great prosperity. All industries are busy, confidence is full and unshaken and money is plentiful. People do not seem to be at all afraid to spend and the natural inference is that they will be just as willing to pay where they owe. In view of the easiness of the money situation, the retail dealer should make a determined effort to get in his outstanding accounts. Strike while the iron is hot, is the axiom to work upon. Make collections now when most people have the money to meet them; do not leave it until later in the season when the usual winter retrenchment will start.

A case came to the attention of Hardware and Metal the other day which illustrates the lax methods of many hardwaremen. A customer walked into a store, made a purchase or two and volunteered to pay a back bill at the same time. "I don't know how much it is," said the customer. "You've never sent in the bill." The dealer did not know how much it was either; in fact, he did not seem to recollect anything about it. After considerable rummaging through his books, the dealer finally discovered that the customer owed him \$19.85, which amount was promptly settled up. He has not profited by the ex-

perience, however, for no effort has been made to go after similar accounts and there is every reason to believe that there are many such on the books.

The present is a most opportune time to collect. No hardwareman can afford to neglect it.

A RECORD STOVE TRADE.

Stove manufacturers agreed at the start of the present season that the prospects were all for a brisk trade. Some went so far as to predict a record year. The number who were inclined to take a more conservative view were comparatively few in number.

Present trade conditions are such that one is justified in saying that the most optimistic forecasts are likely to be justified. The demand for stoves is heavier than ever before. One manufacturer states that September was the largest month he had ever known. Recollecting that September is always secondary in importance to October as a stove month, the great record made last month becomes of striking significance. The sales made were well in excess of any October and far ahead of any previous September. As the present month has started out at a rate which promises a showing proportionately as September, it is not speaking in an exaggerated vein to say that 1911 should prove a record stove year on every count.

Two reasons can be brought forward to account for this. The first is the great growth of the Dominion, entailing a larger demand for all commodities. The second is the improvement in methods of marketing. Not only are the manufacturers showing more zeal and energy in finding new markets and exploiting old ones with thoroughness, but the retail dealer is also doing better work than ever before. Several manufacturers have commented recently on the improved methods of their local agents and customers. One gratifying feature of this is a tendency to order earlier than in past years. If persisted in, this would relieve the manufacturers of much of the stress and strain felt later in the fall and would also prove of advantage to the dealer himself.

AN ARGUMENT FOR QUALITY GOODS.

It is on quality goods that hardwaremen make their best margin of profit. Therefore, as hardwaremen, like other business men, are in business to make money, it follows that they should do all in their power, to increase their sales of quality goods—high-priced articles that are worth the price.

Some hardwaremen realize this, and, while accumulating a comfortable bank account, they are also building up for their stores, the reputation of selling only those goods which will give the best of satisfaction. There is no surer foundation for a good business than this.

Others again, argue that their trade will only buy cheap goods, and, following the line of least resistance, they stock and sell lines which they know to be inferior, simply because they can dispose of them at a low price. This is a fallacy, for it has been proven over and over again, that there are few neighborhoods so poor that good prices cannot be secured for good articles.

The trouble too often is, that hardwaremen and their clerks do not really try to push high-priced goods. Perhaps some of them do not know just how to go about it. They do not understand just how to frame a convincing argument which will show prospects that the high-priced article they are offering is really worth the difference

over a cheap article which is designed to fill the same need.

A good argument along this line was recently mentioned by the sales manager of a company who market almost exclusively, an article which costs two or three times as much as competing goods which might, to the inexperienced, appear just as well suited for their purpose.

In order to impress the real difference in value between his goods and cheap competing articles, this sales manager draws an apt analogy which sets the prospect thinking. The basic fact in this analogy, is that the high-priced article is actually made as carefully as if it were built upon the specifications of a competent authority.

And he draws the analogy thus: In ordering a new suit of clothes you will pass up the cheap, shoddy goods, no matter at how low a price they may be offered. You want a piece of goods that will last, and your first care is to specify all-wool material. Then you want the linings to be first-class, the thread to be of the best, and the workmanship most skilled. You wouldn't wear a suit made of shoddy cloth with poor linings and cut and sewn by inferior workpeople—even though the price charged were comparatively low.

So it should be in the purchase of any article in which durability and satisfaction are desired. How would the customer have it made if it were to be built to his own order, from raw material, up? This line of argument might be applied to almost any article—stove, washing machine, or lawn mower. If the salesman had studied his goods and knew how they were made, as well as of what material, he could show the prospect that, even if he were to have the article built specially to his order, as in the case of a suit of clothes, he could not get anything to better meet his requirements. This is a line of talk which often turns the trick, where, in the first instance, low price has made a strong appeal.

POINTED EDITORIALS.

Christmas is just 72 days off! Shopping will soon be starting.

Never "cut" in the furnace business and the furnace business will never cut you.

Eight hardwaremen in the Commons and two in the Cabinet is a creditable record.

The wise hardwareman will proceed now to take time by the forelock and prepare for the Christmas trade.

Hon. Frank Cochrane served many years in the lumber country. He has "hewn" his way to the top very rapidly.

A paint manufacturer states that there has been a noticeable improvement of late in paint retailing. There is, however, plenty of room for improvement yet.

Some refrigerator sales were reported during the past week. The purchasers will not have a heavy ice bill during the next few months, at any rate.

At the top of a show window in which rifles, ammunition, hunting knives, decoys and other hunting accessories are displayed, a dealer has hung a number of gilt canary cages. Somehow, they seemed out of place, and rather spoiled the general effect.

The Problems of Stove Advertising

CAREFUL THOUGHT REQUIRED IN PLANNING STOVE ADS.—SHOULD PRICES BE QUOTED?—COMBATING CHEAP STOVES OF CATALOGUE HOUSES—HOW VARIOUS CANADIAN HARDWAREMEN ARE ADVERTISING STOVES.

And now the hardwareman is plunged deeply into the stove campaign, and practically all the progressive members of the trade are using their advertising space to extol the merits of the particular stoves and ranges handled in their respective stoves.

It is not easy to advertise stoves. It takes good solid thinking to draw up something in the line of selling talk which will be different from that of competitors. It is useless to make broad statements without proof—such as a bombastic claim that the—stove is the best and uses the least coal. In stove advertising, prospects are convinced only by sound reasoning, and not by mere claims.

Know Your Stove.

The very first requisite for the man who aims to write a stove ad. is that he should know thoroughly the stove he is going to write about. Knowing the strong talking points—those which appeal to the prospective user—he should bring them out forcibly but briefly, in his advertisement. If he really believes his range will burn less coal than competing ranges, he must have some reason for believing so. The same reasons should convince the ad. reader, as well, but the mere statement could scarcely be expected to do so.

On the opposite page are reproduced some retail stove advertisements which show the methods adopted by some progressive dealers, in giving publicity to their stove departments.

A Notable Advertisement.

The full page spread of Smith & Gaetz is remarkable in several respects. In the first place, it is the most pretentious stove advertisement we have seen this season. Occupying all of a prominent page in the Red Deer Advocate, and containing, as it does, no less than ten cuts, it is bound to attract attention, and to convey the idea that Smith & Gaetz carry a most complete stove stock. Everyone in the district who is at all interested in stoves, will find something on this page to instruct him, whether his need be merely for a Jumbo heater, or for a steel range.

Another notable feature of this ad. is the use of two excellent slogans—"Trade Where the Trading's Good," and "The Hardware People." The first is a particularly good one, and, if kept prominently in the foreground at all times, should become a by-word which will turn a lot of business to Smith & Gaetz's establishment.

This advertisement is composed of a number of panels, each devoted to a single line of stoves, but there is a strong and brief introduction, based upon one big fact—the fact that Smith & Gaetz have sold four times as many stoves this year as last.

Still another feature which is too often absent from stove advertisements, is the quoting of prices on each line described. There is no reason why prices should not be quoted in stove ads. and yet the majority of dealers refrain from doing so probably in the fear that present high prices on stoves will scare away their prospects. This is a mistake, as by mentioning prices in the ads., prospects will be educated to values, and, once they enter the store, will get down to business more readily than they would, if it were necessary to spend time haggling over the price. To those dealers who adopt a one-price policy in their stove departments (and their number is increasing), it is of great advantage to advertise their prices.

A Gun Advertisement.

The gun advertisement of Lariviere Incorporee is inserted among the stove ads, because of its seasonableness. It is one of a series now appearing in the Montreal dailies, each one of the series, advertising a different gun of the same make. Each ad. is illustrated in such a way as to assuredly attract the attention of sportsmen. The lay-out of the ad. under review is particularly good, the illustration at the top being so arranged as to allow a good amount of white space, which brings the three flying wild ducks into great prominence. Even in a paper crowded with advertisements, this one should stand out.

Meeting Mail Order Arguments.

H. Lendon puts up a forceful argument against mail order buying. A stove illustration in a mail order catalogue often looks very attractive, and the low price at which it is offered strongly tempts the prospective buyer. But a stove must have more than looks—it must have weight, in order to be durable, and to heat and cook satisfactorily. Mr. Lendon goes right to the heart of this argument in his headline—"Put The Mail Order Stove on the Scales." This is well done, but the effect would have been heightened, if the ad. had explained to the uninitiated, why a stove weighing 100 lbs. less

would not be worth within \$10 of the stove built on the proper proportions.

A Misplaced Headline.

In W. J. McAllister's advertisement, the headline "Central Hardware," does not very strongly invite a perusal of the talk that follows. This particular ad. is about stoves and furnaces and reference to this subject should not be relegated to a sub-heading. Even at that, "Stove and Furnace Time is Here," is not a strong head-line. A better one would be "Don't Miss Our Stove and Furnace Display."

From The Dealers' Standpoint.

The fault with Hick-Sehl Hardware Co.'s ad. is that it has been written too much from the standpoint of the firm, and too little from that of the reader. The average newspaper reader will be very little interested in the statement that this firm are proud of their ranges and heating stoves. He would be interested, though, in some pithy phrase which would emphasize why he should buy his range or heating stove from Hick-Sehl Hardware Co. This advertisement has the virtue of being set up in well balanced panels. The quoting of prices is another commendable feature.

Using Syndicate Illustrations.

The cut used by the Swift Current Hardware Co., is apparently one of a series issued by a New York house and featuring the "Yellow Kid," a one-time hero of the comic supplement. In the opinion of the writer, this cut is nothing like so effective as a good cut of the range sold by this firm—especially if it were so made as to display the strong talking points of the range. A cut of this kind, with the headline: "Are You Satisfied With Your Range," would make a good opening for the ad. With this beginning, the same points could be driven home, as in the copy under discussion. They could be made even stronger. "Should You Not Lighten Your Work by Using a New Range?" would be a good question to ask a prospect, if talking to her face to face. But it wouldn't carry the same conviction in a newspaper ad., as a positive statement like "You Should Lighten Your Work by Using a New Range."

It would be advisable, in this ad., to quote prices on the ranges mentioned, closing with the invitation "Come and See these Ranges at Our Store."

"TRADE WHERE THE TRADING'S GOOD"

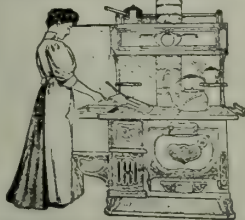
NEW STOVES

We don't want to use many adjectives in our stove talk---anyone can do this---suffice it to say that for everyone sold last year we have sold nearly four this year. "There's a reason."

Any MAIL ORDERS entrusted to us will have our prompt attention, and FREIGHT will be PREPAID to any point on the C. & E. Line, or the Lacombe-Castor Branch.

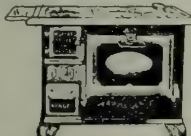
RANGES

Four hundred per cent. seems a big increase in one year, but this is actually what we have done, and here are the lines we have done it with:



For beauty, strength and economy we challenge comparison. Endless Steel Experts pronounce this CANADA the best throughout the West as America.

CANADA full model, 4 burners and oven \$225.00
SAYLOR 4 burners, 12 inch oven \$175.00
NELSON 4 burners, 12 inch oven \$150.00
SAYLOR 4 burners, 12 inch oven \$150.00
NELSON 4 burners, 12 inch oven \$150.00
Hudson 4 burners, 12 inch oven \$150.00



STYLON 4 burners, 12 inch oven \$150.00
NELSON 4 burners, 12 inch oven \$150.00
NELSON 4 burners, 12 inch oven \$150.00



THE CASTLE COOK 4 burners, 12 inch oven \$225.00
SAYLOR 4 burners, 12 inch oven \$175.00
NELSON 4 burners, 12 inch oven \$150.00
SAYLOR 4 burners, 12 inch oven \$150.00
NELSON 4 burners, 12 inch oven \$150.00

THE JOY WOOD COOK

It is not only a joy to cook, but a joy to eat. It is a large stove, with a large oven, and a large chimney pipe. It is a joy to cook, and a joy to eat.

HEATERS

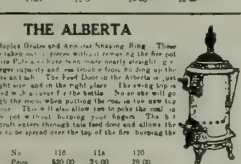
STRATHCONA HOT BLASTS

There is no other heater so well adapted for the home as the Strathcona Hot Blast. It is a large heater, with a large oven, and a large chimney pipe. It is a joy to cook, and a joy to eat.



THE RIVERSIDE OAK

It is the best heater for the home, and it is the best heater for the home. It is a large heater, with a large oven, and a large chimney pipe. It is a joy to cook, and a joy to eat.



THE ALBERTA

It is the best heater for the home, and it is the best heater for the home. It is a large heater, with a large oven, and a large chimney pipe. It is a joy to cook, and a joy to eat.



It is the best heater for the home, and it is the best heater for the home. It is a large heater, with a large oven, and a large chimney pipe. It is a joy to cook, and a joy to eat.

THE FAIRY OAK

It is the best heater for the home, and it is the best heater for the home. It is a large heater, with a large oven, and a large chimney pipe. It is a joy to cook, and a joy to eat.



DERBY OAK

Very similar to the Pure Oak, but the castings are lighter, and it is as well suited for a medium priced stove as we are sure it will be a great favorite.

No. 11 13 15 17
Price \$20.00 23.00 26.00 29.00



TOGO AIRTIGHT

This has been a great seller in the district west of Red Deer, and is especially adapted for burning wood. It is a large heater, with a large oven, and a large chimney pipe. It is a joy to cook, and a joy to eat.



No. 21 23 25 27
Price \$35.00 38.00 41.00 44.00

AIRTIGHTS

Sheet iron made of smooth iron, lined above with heavy iron draft impurities. All well constructed and thoroughly dependable.

No. 118 121 122
Price 2.50 3.25 4.00



BOX STOVES

Perhaps a good stove to use in a room where wood is plentiful and cheap. The number of the stove indicates the length of stock that can be used.

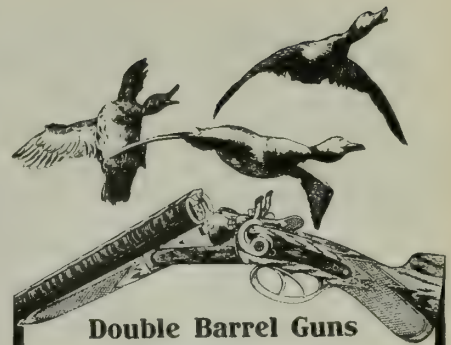


18 22 25 28 31 34
\$30.00 35.00 40.00 45.00 50.00 55.00

JUMBO HEATERS

Are a very strongly built cast stove with great heating capacity. They are perfectly plain in appearance and represent the most efficient heating appliance at the moment, and are only suitable for burning coal.

No. 30 \$70.00 No. 40 \$85.00 No. 50 \$100.00



Double Barrel Guns of the Lion Arms Co. No 80

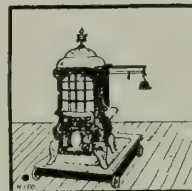
12, 16 and 20 Gauge

Barrels: London Twist Steel finish, left barrel "Choke Bored" Locks: standard back action and rebounding. Stock: walnut and pistol grip. For Black Powder.

Price \$8.00

For sale at your dealer, if he does not carry these guns, write direct or come and see them at our store. Accept no substitute, the Lion Arms Co. brand is the best! Catalogue (English edition), containing the Hunting By-Laws free on request.

Larivière INCORPORÉE
911 St. Lawrence Boulevard, MONTREAL



Put the Mail Order Stove On the Scales

Weight it up. Ask us to weigh one of our stoves and you can be the judge. It is an actual fact that a stove on which the mail order house claims to save you \$10 is 100 pounds lighter than the stove it is made to imitate. We ask you to examine one of these mail order stoves carefully before you buy and then let us show you the difference.

The Hardware People **SMITH & GAETZ** The Hardware People
Red Deer, Alberta

H. LENDON, Hardware Merchant
LEAMINGTON.
Store Phone 50 House Phone 45

HARDWARE STOVES Central Hardware

Stove and Furnace Time is Here

Have you seen our display? Stoves and Ranges of all sizes to suit your individual needs and at prices to suit your pocket book.

COAL AND WOOD STOVES, with 20 inch Oven, Duplex Grate \$28.00
COAL AND WOOD RANGE, with High Shelf, 18 inch Oven \$28.00
STEEL RANGES, with Tile Back \$40.00, \$50.00 and \$58.00
OAKES to burn COAL and Wood \$10.00 \$12.00, \$15.00 and \$18.00
SELF FEEDERS, with 15 inch fire pit from \$24.00 to \$35.00

WE ARE ALSO AGENTS FOR THE "HECLA" FURNACE

The only Furnace on the market with fused joints and steel ribbed fire pot which makes it practically indestructible. We have one on our floor. Come in and we will explain it to you.

W. J. McALLISTER
PLUMBING HEATING

We are proud of our RANGES AND HEATING STOVES.

and our reason for being so proud is because our stoves and ranges give such universal satisfaction. Long years of handling stoves has shown us the best styles and makes, and you gain by this expert knowledge when you buy one of our stoves.

You run no risk. We guarantee them all.

HEATING STOVES

Our heating stoves are all arranged up and ready for your inspection. It is wise to have a look over the new lines and select yours now. Prices \$6 to \$27.

STEWART RANGES

are without exception the best ranges at the prices sold anywhere. They cook and bake perfectly, are easy on fuel \$26.50 to \$80.

COAL OIL HEATERS

A great convenience and comfort for these cool mornings and evenings. The oil heaters we sell are odorless and always in order. Prices from \$4.50 to \$9.

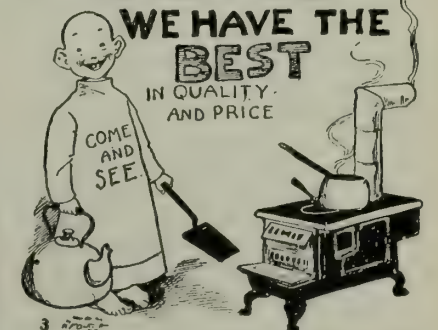
MONARCH RANGES

Always selected by those who want the finest that is made in construction and operation. The Monarch ranges are anything you have ever seen. Come in and see them. Prices \$70 and \$75.

Hick-Sehl Hardware Co.

Phone 782 Mr. Olive Special Attention Mail Orders P. O. Box 679

IF YOU WISH TO ARRANGE FOR A RANGE WE HAVE THE BEST IN QUALITY AND PRICE



MADAM: ARE YOU ENTIRELY SATISFIED WITH THE RANGE YOU ARE NOW COOKING ON? THE HEALTH AND HAPPINESS OF THE WHOLE FAMILY DEPEND UPON THEIR HAVING WHOLESOME FOOD. COOKING AT BEST IS HARD WORK. SHOULD YOU NOT LIGHTEN YOUR WORK BY USING A LABOR-MAKING NEW RANGE? WE SELL THE GURNEY-ORFORD RANGE. WE HAVE THEM. COME SEE.

Swift Current Hardware Co.
J. A. JOHNSON, Manager.

Stoves, Furnaces and Cooking Accessories

Coal Oil Heaters Now in Great Demand

WHOLESALE HOUSES REPORT LARGE ORDERS COMING FROM BOTH CITY AND COUNTRY—LITTLE ROOM NEEDED TO PROPERLY HANDLE THIS LINE—IT IS ESPECIALLY WORTH WHILE BECAUSE IT INCREASES THE DEMAND FOR OIL.

"Stoves," remarked a Montreal retailer, "are required to sell stoves. If I had a large stock I could sell a good many. But I have not room for a large stock. People see that they cannot get a wide choice here, so they go to another store. Because of this I have determined to give up handling ranges and heaters at all. They are a paying line when one has the room, but otherwise it is not good policy to keep them."

Such is the opinion of a man who is making a success in the hardware business. Doubtless there is a good deal in what he says. Stoves do require room for display. Those buying do not wish to take the choice of the famous Hobson—which of course was no choice at all. They want to see different models, ranges of different price, ranges of different sized ovens. They want to be able to select from these the stove which they believe will best suit them.

Oil Heaters Need Little Room.

But there is one kind of stove, for which the demand is growing, that dealers who are forced to carry on business in somewhat cramped quarters may well handle. This is the little oil heater. It takes up little room. Few varieties have to be carried. The display may be kept near the front of the store without too much room being occupied, and the sales which will result will be entirely satisfactory. Such is the opinion of men who have been handling this line.

Coal oil heaters are in demand. Of that there can be no doubt. The sales manager of one large Montreal house reports large orders received. They come from the city of Montreal, and from the Province of Quebec. Some are being received from New Ontario. One order from Porcupine—the rejuvenated Porcupine—had hardly been filled when a repeat order was sent.

Similar conditions are reported at the other wholesale houses handling this line. There is undoubtedly a great call for coal oil heaters.

Cause of the Demand.

It is not to be wondered at that such should be the case. At this season of

the year rooms become chilly, yet in localities where the really sharp weather has not yet set in people are a little loath to light furnaces. And even with furnaces running there are rooms in some houses which do not heat properly. A coal oil stove placed in these for a few minutes will bring warmth.

People are coming to think more and more of their comfort. This may be a mark of an age less rugged than that which is past, but hardware men have no cause to quarrel with conditions, since these mean business for them. Let them show their customers that the little stoves they are retailing for a few dollars will make that chilly room comfortable, and a sale is practically assured.

Men are using these little heaters in their offices. Women are using them in the sewing room. They can be carried about from bedroom to bedroom, making the preparations for the night pleasant for the whole family. They give satisfaction in the city flat or the country farm house. They put comfort within the reach of all.

Increases the Future Earnings.

One other thing the coal oil stove does—it makes the future earnings of the man selling it larger—that is providing he handles coal oil as many hardware men do. The coal oil stove is going to use some oil, and the man buying the stove is also going to buy the oil to keep it operating.

What a difference the sale of heaters has made in his sale of oil, Alf. Outram of Port Hope, Ont., has carefully estimated. A year or two ago, when but few of these stoves were used in the district, he handled weekly about 60 gallons of oil. Now the weekly sales run up to 125 gallons, and they are increasing every month. They increase as the number of oil heaters used increase, and those oil heaters multiply just as fast as people find out from their neighbors what satisfaction they are getting as the result of the small investment made.

Get After the Oil Trade.

It would be well for dealers handling oil to emphasize the fact that they are pre-

pared to supply this, when they sell one of these stoves. Especially is this wise for dealers in small places where there is a large trade with the farmer. The farmer is one of the great consumers of oil these days. Electric light has not become as common with him as it is in the city. He has learned to light his house better and in many cases he still accomplished this by the aid of lamps. Therefore, if his oil orders are secured, the dealer has achieved something which will be well worth while.

Now is the Time.

This is the season for the sale of these heaters. All through the winter and well into the spring the demand continues, but this is the season when people are in an especially receptive mood to receive some suggestion about heating those chilly rooms. This, therefore, is the time when the dealers handling this line would do well to bring it to the fore.

STOVE FOUNDER HONORED.

On the occasion of the departure of H. E. Copp, from Fort William, the employees of W. J. Copp, Son & Co. (now the Copp Stove Co.), presented him with the following address:

To Harold E. Copp:

Upon this occasion, the severance of your life-long connection with the stove manufacturing business, we wish to express our deep regret at losing you as our employer. We wish to give expression to the great respect which we have always felt for you during the years we have been connected.

We realize in a small way all that it means to you in leaving behind you a business into which you have placed your best for these many long years. We assure you that the foundry will stand as a monument to you and your father's business insight and ability, and that you leave behind you a name honored among your employees and fellow-citizens of Fort William.

We wish to convey to you our sense of loss at your leaving and we extend to you our heartiest wishes for a long and happy future, either here or beyond the seas; and when you decide to return we assure you and yours of a hearty welcome from one and all of us.

Again we wish you and your family every success and happiness in your new sphere of life and we one and all echo the wish that God will be good to Mrs. Copp and yourself and family.

STOVE AND HEATING MARKETS

MONTREAL.

Montreal, October 12.—These are strenuous days for those men who deal in stoves. Retailers are sending in rush orders. Their customers want stoves and they expect the manufacturers and the wholesale men to send along the various models needed. The manufacturers and the wholesale men are wishing they could. But there is no use mincing matters, many of them are unable to keep up with the demand. Orders are being deferred. Others are being sent out half filled.

"We are doing the best we can," said the manager of one concern. "But the retailers would not anticipate at all. They send in their orders when the people begin to clamor for the stoves. You can see there is small chance of keeping up with orders when they pile in like that. Besides we are having trouble with cartage."

This carrying trouble is reported by practically all the wholesale houses. Some have threatened the railways. They have stated that they must get more prompt delivery from and to their warehouses. "I have eight cars at Point St. Charles now," stated one manager. "To get the contents here will take time. The cartage people bring a few loads and then they stop. We are having hard enough work to fill our orders under the best of circumstances, but the poor cartage facilities are making it worse. This question is getting to be a serious one in Montreal."

Collections are still reported a little difficult throughout the province. Some renewals are being made—more than the wholesalers could wish—still the condition is not at all alarming. From Montreal itself collections are exceedingly good.

Ranges.—Orders for these cookers continue to crowd the desk of the shipping clerks. Some firms state that they are able to keep up with the demand, but others make no secret of the fact that they are behind, and getting more behind every day. In Montreal itself the orders are being filled fairly promptly, for here there is a big call for combined gas and coal ranges. One concern reports that three teams were busy all day Saturday delivering ranges of this pattern which had been ordered the day before. This same firm has sold more than 200 combination stoves since the season opened. But all classes of ranges are in demand, both in this locality, and for shipment to the west.

Oak Heaters.—It is feared that there will be at least a partial famine in this line. Here the heaviest demand is re-

ported. Quebec heaters seem especially popular. From all parts of the province requests are coming for these. Already orders are being sent out only partially filled.

Base Burners.—Here the situation is unique—unique for the fact that the demand does not exceed the supply. Orders in goodly numbers are being received, but the houses are finding no real difficulty in filling these.

Gas Ranges.—Here too business is going along steadily. As has been said there is a great call for the combination ranges, but this apparently has not spoiled the demand for the regular gas stove. It is being ordered for installation in the new apartment houses and the better class private dwellings.

Furnaces.—It betokens a strange situation when a clerk in a manufacturing establishment deliberately refuses to take an order in the very presence of the manager. But that occurred in one of the largest local houses this week. "We can not guarantee prompt delivery," said the clerk, over the telephone. "We will do the best we can but if you must have prompt delivery you had better not rely on us."

For all kinds of furnaces the demand is large. One establishment reports that it is several hundreds behind its orders, and this despite a much larger factory product than that of last year. From all parts of the Dominion the orders are coming. The building boom requiring many furnaces seems to have been Dominion wide.

Kitchen Furnishings.—Orders still continue to crowd upon the sales managers. In the majority of cases these can be promptly filled, but at some establishments it is stated that the supply is still insufficient to meet the demand. Said one sales manager; "we are only now beginning to catch up with our orders."

Stove pipes are one line in which there has been a great rush of late. At one establishment one quarter of a million lengths were turned out last week—the works being kept open nights to make this possible. But even with this inflated output the orders could not be met. The cause for this unsatisfactory condition is placed upon the dealers. "They will not book ahead," say the sales managers.

TORONTO.

Toronto, Oct. 13.—A record year is now in sight according to the local stove man. One manufacturer reports that his sales during September were heavier than any previous month in the history of the firm. October has always been

the heaviest month of each year, but the record set last month is \$5,000 better than the best October known and it is far ahead of the business done during the best previous September. If the present month keeps up the good work, there can be no doubt that, record year will be the result.

Ranges.—The demand is very heavy. In sending in an order for eighteen high-priced ranges this week, a Western Ontario dealer wrote that "they were all sold already with the exception of two or three." Despite the active call, however, no shortage has developed. The manufacturers are melting up a great deal of iron and are turning out enough stoves to meet the demand, although some delay in making shipments is inevitable.

Oak Heaters.—The demand keeps up. Although the manufacturers are having considerable difficulty in making shipments as soon as their customers would like, on the whole, the situation has been satisfactory both ways. As an evidence of the hasty delivery demanded in practically all cases, one dealer ordered twelve oak heaters on Monday this week with instructions that they were to be shipped in time for delivery to the customers by Tuesday night. He got them.

Base Burners.—The fall rush for base-burners may now safely be said to be under way. Business this week, according to one local manufacturer, has been twenty per cent. better than last week. As soon as really cold weather arrives, a still sharper advance will be noted. The demand for the better grades has been showing rapid improvement.

Gas Ranges.—A few big orders were placed this week, the largest being for seventeen. It is understood that this order was for a newly completed apartment house. A few sorting orders have also been received but it is evident that the demand is rapidly reaching the minimum.

Furnaces.—There is just the possibility that a shortage may develop in furnaces. Although the makers have managed to meet demands up to date it has kept them going to capacity and the demand shows signs of increasing. Orders for anything from ten to thirty of a certain size are becoming common. It is reported that furnacemen are scarce.

Kitchen Furnishings.—There is a good steady demand for all kitchen utensils. One house reports an improved call for aluminum ware.

REMOVAL OF CANADIAN CARBON CO.

The Canadian Carbon Co., formerly located at 12-16 Shuter St., Toronto, have removed to larger premises at 96 King St. West, where their facilities for manufacturing dry batteries and carbons, have been greatly improved.

Two Hardwaremen Become Cabinet Ministers

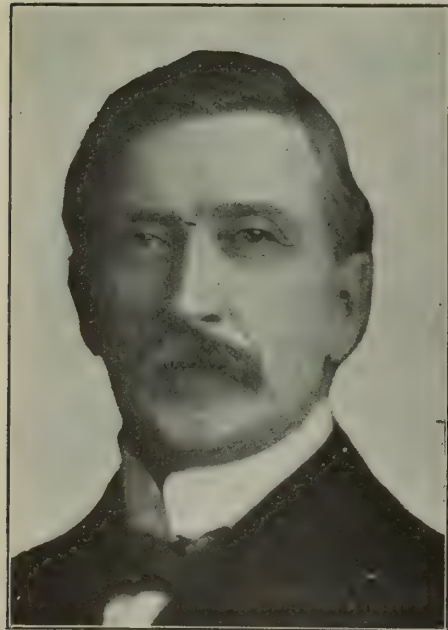
HON. FRANK COCHRANE CHOSEN AS MINISTER OF RAILWAYS AND HON. A. E. KEMP ENTERS THE CABINET WITHOUT PORTFOLIO—BOTH MEN WERE BORN IN THE SAME PLACE.

Ottawa, Sept. 10.—The hardware trade will be well represented in the new Dominion Cabinet. Hon. Frank Cochrane and Hon. A. E. Kemp, are among the new ministers, the former taking the Department of Railways and the latter going into the cabinet as a member without portfolio. Although the official announcement did not come out until late last night, it had been accepted as an assured fact that both gentlemen would be among those selected for ministerial honors.

It is a curious coincidence that both Mr. Cochrane and Mr. Kemp were born at Clarenceville, Que.

Hon. Mr. Cochrane.

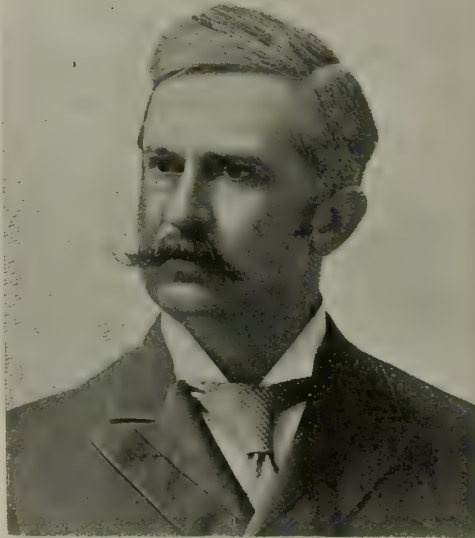
Hon. Frank Cochrane was for many years a retail hardwareman, and was the founder of the Cochrane Hardware Co., one of the most flourishing concerns in Northern Ontario. He was born in 1852, and early in life felt the lure of the new country to the north. For a number of years he served in the lumber districts, swinging an axe and living the rough life of the pioneer. It was not long before he had worked his way up to the front in the lumbering industry. He then started into the hardware business at Sudbury, and made a great success of it. His ability won him such a name in the northern districts that,



Hon. Frank Cochrane.

when Sir James Whitney, needed a new Minister of Lands, Forests and Mines, he decided that Frank Cochrane was the very man. The latter was ac-

cordingly transplanted to Toronto and installed in the government as head of that department. His success was immediate, and his elevation to the important portfolio of Railways and Canals in the Dominion Government



Hon. A. E. Kemp.

comes as a fitting sequel to the able work that he did in handling the recent campaign for the Conservative party in Ontario.

Hon. Mr. Kemp.

Hon. A. E. Kemp, is one of the best known hardware manufacturers in Canada, being president of the Sheet Metal Products Co., of Toronto. He was born in Clarenceville, Que., fifty-three years ago, and early showed the business aptitude which resulted in his rapid advance to the prominent position he now holds in the manufacturing world. Mr. Kemp's first parliamentary experience came in 1900, when he was elected to sit for East Toronto. He held that seat for eight years, but was then defeated by Jos. Russell, an independent Conservative. The defeat was more than wiped out in the last election, when Mr. Kemp went back with a larger majority than ever. He has won his promotion to cabinet rank at an earlier age than most ministers, and can be said to have a long and brilliant career before him.

Hon. Mr. Kemp has been active in other circles, having served as president of the Canadian Manufacturers' Association and also as president of the Toronto Board of Trade.

ENTERING AGENCY WORK.

Montreal, Oct. 12.—M. P. Shea, who for the past nine years has been connected with the Canadian Fairbanks Co. in different capacities, severed his connection with this company on the first of October to manage the Shea Sales Co., with offices at 296 St. James St., Montreal. Mr. Shea has associated with him R. G. Hobson, late cashier of the Canadian Fairbanks Co. On the eve of their departure the employees of the Canadian Fairbanks Co., presented Mr. Shea and Mr. Hobson with magnificent gold lockets. The new company will carry on a general agency business and will handle specialties as well as motor boats, engines, automobiles and accessories.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

ROLLING STORE LADDERS.

An interesting sixteen-page catalogue on the above subject, is being circulated among the trade by Richards-Wilcox Manufacturing Company, Aurora, Ills. This book is printed on fine coated paper, and contains some splendid half-tone illustrations of rolling store ladders, to suit various conditions. A feature of this catalogue is an insert, on which is reproduced a diagram, showing how to measure for rolling store ladders.

STOVES AND RANGES.

Catalogue No. 51, issued by Findlay Brothers Company, Carleton Place, Ont., is a fine bit of printing. It contains 120 pages, with double color. Half tones of the "Favorite" line of stoves and ranges are plentifully scattered through the book, which also contains a great deal of interesting information of interest to stove dealers.

NEW IDEA HEATING GOODS.

A compact data book on "New Idea" hot water, steam and warm air heating goods has just been issued by the Hamilton Stove and Heater Co., Hamilton, Ont. It is bound in cloth and is of convenient pocket size. It is well illustrated, with half-tone cuts of the various water and steam boilers, radiators and warm air furnaces made by this firm. There is also a great deal of technical heating information given, and the book will be valuable to dealers who install heating appliances.

Hardwaremen at the C.M.A. Meeting

THE TRADE WELL REPRESENTED BY PROMINENT MANUFACTURERS—A. F. HATCH INTRODUCED QUESTION OF THE USE OF AMERICAN HARDWARE ON PROVINCIAL BUILDINGS.

Toronto, Oct. 12.—The annual meeting of the Canadian Manufacturers' Association opened here to-day in the King Edward Hotel. It was attended largely. Over four hundred members registered and probably half of that number were present at practically all of the sessions.

The hardware trade and allied industries were well represented. Among the manufacturers who were noticed in attendance were: E. H. Gurney, Gurney Foundry Co.; James A. Straith, Standard Paint and Varnish Co.; Arthur F. Hatch, Canada Steel Goods Co.; Reginald Scarfe, Scarfe & Co.; R. E. Thorne, Canadian Bronze Powder Works; C. Dolph, Metal Shingle & Siding Co.; J. H. Paterson, Toronto Hardware Mfg. Co.; R. J. Cluff, Steel & Radiation; Fred Armstrong, F. Armstrong & Co.; W. J. Dunkin, Sheet Metal Products Co.; H. O. Kerr, Kerr Engine Co.; H. M. Anthes, Anthes Foundry Co.; J. O. Thorne, Metallic Roofing Co.; E. M. Thurber, Nicholson File Co.; W. K. George, Standard Silver Co.; S. H. Chapman, Ontario Wind Engine and Pump Co.; J. F. Wildman, Office Specialty Manufacturing Co.; Geo. W. Watt, Canadian General Electric; Jas. L. Waldie, Canadian Tube and Iron Co.; W. W. Near, Page-Hersey Iron Tube & Lead Co.; J. F. Monypenny, Imperial Varnish & Color Co.; O. S. Rogers, Queen City Oil Co.; S. D. Robinson, D. Moore Co.; R. O. McCulloch, Goldie & McCulloch; Elmer Jacobs, National Spring & Wire Co.; A. W. McArthur, Standard Ideal Co.; W. L. Cummer, Cummer-Dowswell, Ltd.; W. S. Leslie, John Lysaght, Ltd.; C. F. Wheaton, Dodge Manufacturing Co.; J. H. Cleland, Meaford Wheelbarrow Co.; J. M. Young, Ottawa Paint Works; G. Howland, Graham Nail Works; W. C. Springer, Springer Lock Manufacturing Co.; Geo. J. Stanley, Northern Aluminium Co.; C. C. Ballantyne, Sherwin-Williams Co., of Canada; J. Reid Murphy, Canadian Shovel & Tool Co.; J. M. Sparrow, Imperial Varnish and Color Co.; John C. Notman, McKinnon Dash Co.; J. T. Sheridan, Pease Foundry Co.; T. H. Hayhurst, Galt Art Metal Co.; T. L. Moffat, Moffat Stove Co.; L. V. Dusseau, Gendron Mfg. Co.; J. F. Campbell, Glidden Varnish Co.; H. Carman, Belleville Hardware & Lock Co.; H. L. Frost, Frost Wire Fence Co.; G. H. Pedlar, The Pedlar People; Cyrus A. Birge, H. H. Champ and T. H. Wat-

son Steel Co., of Canada; J. A. Coulter, John Morrow Screw Co.; R. R. Mitchell, Robt. Mitchell Co.; Geo. Henderson, Brandram-Henderson; J. C. Carruthers, Prescott Emery Wheel Co.

Use Canadian Goods.

Among the topics discussed was one of particular interest to the hardware trade. A. F. Hatch, of Hamilton, called attention to the fact that the Ontario Government had imported American hardware for every provincial building erected in the last four years. He urged that the Association place itself on record against this practice.

R. S. Gourlay suggested that they should not ask corporations to do what they did not do themselves. Prices being equal, Canadian goods should be preferred.

John Ransford thought this was a time, if ever, when the Association should come out flatfooted on the subject.

"I am ready to sit right down," he said, "if you can give me one solitary instance of the American Government using Canadian goods, or even advertising in Canada for tenders. They want to have nothing to do with us, and they won't buy from us if they can possibly help it."

Mr. Monypenny said that the association should begin its "Canada first" campaign within its own ranks—its members were not guiltless of buying American goods when they got them cheaper.

FAREWELL BANQUET AND PRESENTATION.

The Aikenhead Hardware tendered a farewell banquet to Mr. A. L. Young last week, at the King Edward Hotel, he having recently severed his connection with the company, to accept the position of Canadian manager for Henry Hope & Sons, of Birmingham, England, manufacturers of steel sash.

For many years, Mr. Young was manager of the Builders' Hardware Department, and because of his knowledge and ability, gained a high reputation among the trade throughout Canada.

Among those present, in addition to the officers of the company, were the heads of the different departments, and those members of the staff who had been specially associated with Mr. Young in his department.

During the evening, Mr. Young was presented with a handsome gold watch, chain and locket from the company, as a token of the high esteem in which he is held. The presentation was made by Mr. Sheppard, secretary-treasurer.

In replying, Mr. Young spoke very feelingly of his pleasant connection with the company and those associated with him in the work.

A most enjoyable evening of speeches, music and song, was spent, and Mr. Young carried with him the good wishes of all present for a successful future.

ADVANCES IN WHITE LEAD.

As we go to press, word comes that the price of dry white lead in Toronto has advanced to \$6.65 in less than ton lots.

Hardware Letter Box

Washing Machines.

Stafford Hardware Co., Belleville.—"Can you let us know where the One Minute washing machine is made, and who the maker is?"

One Minute Mfg. Co., Newton, Iowa.—Editor.

Sleigh Bells.

Jas. Simmonds, Dartmouth, N.S.—"Will you kindly give us the names of some Canadian manufacturers of sleigh bells?"

C. O. Clark & Bros., McGill St., Montreal.—Editor.

Weather Strip.

Peter Hymmen, Berlin, Ont.—"Can you give me the names of firms manufacturing metal weather strips?"

Chamberlain Metal Weather Strip Co., 598 Yonge St., Toronto; Malott Weather Strip Co., 699 Bloor St. W., Toronto; Golden All-Metal Weather Strip Co., Peterkin Bldg., Toronto; No-Sag Screen Co., Hamilton.

Frost King Weather Strips.

James S. Neill & Sons, Fredericton, N.B.—"Kindly let us know who manufacture 'Frost King Weather Strips.'"

Manufactured by Frost King Weather Strip Co., P.O. Box 833, Montreal, and handled by most jobbers.—Editor.

Solder in Paste.

McClary Mfg. Co., Hamilton—"The writer would like to know through Hardware and Metal where solder in paste is made."

The Auto Controller Co., 212 Vienna Road, London, S.E., England, manufacture "Fluxite," a paste solder.—Editor.

Gasoline Lighting Systems.

John Ritter, Millbank, Ont.—"Kindly give me the names of firms handling gasoline lighting systems."

McLaren & Co., Merrickville, Ont.—Editor.

News and Methods of Canadian Hardwaremen

MORE DISPLAYS AT FALL FAIRS—STUFFED GOAT IN A WINDOW DISPLAY—DEMONSTRATION IDEA STILL GAINING GROUND—ALLOWING PREMIUMS ON PURCHASES.

HARDWAREMEN AT FALL FAIRS.

Chatham, Ont.—At the West Kent Agricultural Society's recent fall fair here, Chatham hardwaremen as usual took advantage of the opportunity to advertise.

The Willard Hardware Co., successors to Westman Bros., had an attractive stove and range display in the main building, and stove and range literature was freely distributed, while the strong selling points of the articles shown were personally emphasized to intending purchasers.

The Stephens-Douglas display was an interesting one, being devoted to a number of special lines handled by this hardware firm, including McLaughlin autos and auto supplies, sewing machines, pianos, cream separators, and quite a few other lines. Salesmen were on hand to explain.

Chas. R. Stevenson was a newcomer in the main building at the fair, making a display of cream separators, as well as several other suitable lines. Mr. Stevenson gave the display his personal attention, and found results quite satisfactory.

HELD A DEMONSTRATION.

Saskatoon, Sask.—The Saskatoon Hardware Co. held a successful stove demonstration on Thursday, Friday and Saturday of last week. An expert had been secured to demonstrate the many advantages and lines carried, and large crowds attended, particularly in the evenings.

Special prices were offered during the time that the demonstration lasted and a large number of sales resulted

FURNACE WORKERS SCARCE.

Toronto, Oct. 13.—Furnacemen are finding it hard to secure help. Business has been so exceptionally heavy this fall that all firms in the city have had all they can do and more.

A furnaceman from St. Catharines was here yesterday with the object in view of hiring half a dozen furnace workers and tanners. He called at his manufacturer's office and asked if the manager could assist him in his search.

"You might as well go back," advised the manager. "We have similar requests from every firm in town and you may be sure that every available man has been captured by this time. You couldn't get a good man now for love

or money." The St. Kitts man returned home a little disconsolate. He has 27 jobs on hand, all of which are pretty urgent, and his staff is hardly big enough to do it all.

Locally, the furnacemen are in the throes of the biggest season they have ever experienced. One man has now over fifty contracts on hand and is putting in daily orders for anything from half a dozen furnaces up. Difficulty is being experienced in getting capable men.

"I could use half a dozen more furnace workers," said one dealer. "I've been trying for two weeks now to get more help and have only landed one man. We are paying a good wage, too."

The furnace industry in this city is "booming"; there can be no doubt of that. So many orders are being filled that recently one manager had to dismantle his show floor to satisfy the demands of insistent customers.

PREMIUMS ALLOWED.

Perth, Ont.—A. E. Butler, hardware merchant, has adopted the system of allowing 4 per cent. on all cash slips amounting to \$20. As soon as a customer has collected slips amounting to that sum, he or she can present them and receive 80 cents' worth of goods free of charge. This is not done on anything less than twenty dollars, however.

GOAT IN WINDOW.

Blairmore, Alta.—The people of this section have been very much interested in a window display in the store of the Blairmore Hardware Co. Large crowds have been attracted and the local papers have commented very favorably on the display.

The centre of the attraction arranged by J. S. Murray is a mountain goat, a specimen of his taxidermy. It is one of the noblest-looking specimens ever seen in this section and its unusual proportions have awakened admiration.

The rest of the window is devoted for the most part to sporting goods. Good business has been done as a direct result of the display.

ENLARGING DEPARTMENTS.

Enderby, B.C.—Andrew Fulton is extending his stove and harness departments. His show rooms now contain over one hundred stoves and furnaces, ranging from the small tin camp stove to the best steel ranges and the largest

sized furnaces. He has been doing a lot of advertising in stoves with the natural result that trade has been good.

The harness end of the business is also being added to. In his last advertisement Mr. Fulton says: "Our harness department is going to be, in a week or so, the most complete to be found in this district."

A FLAXSEED SHORTAGE.

Toronto, Oct. 13.—Linseed oil crushers are experiencing a severe shortage in flaxseed at the present time. Although the crushers in Ontario have been able to keep running, they are doing so on sadly depleted stocks and the supply forthcoming is not large enough to give any surety of relief.

It is understood that the Dominion Linseed Oil mills were unable to secure enough seed to load a boat on their last shipment and were compelled to send it by rail. The shortage is very unusual at this time of year.

The cause is not hard to find. The rainy weather in some parts of the North-West is holding back harvesting operations badly. Farmers have been unable to get their wheat in and, as wheat is their first consideration, the flax crop is being left in the fields. This delay has resulted in small supplies only coming forward at Winnipeg—small for this season of the year. While the bad weather is holding back the marketing of the crop, it is not thought that the quality of the seed will suffer as a result.

WHAT HARDWARE CLERKS ARE DOING.

Arthur Cummings has returned to Okotoks, Alta., from Vancouver, and taken a position with A. Z. Hicks, hardware merchant.

Chas. Jamieson, a clerk in Booth's hardware store, Welland, Ont., had his hands severely burned in a gasoline explosion, on Thursday, of last week.

Jas. Crooks, who has acted as salesman in Cecil Frank's hardware store, Manville, Alta., for two years past, has resigned, to take a position as traveling salesman with the DeLaval Cream Separator Co. He will cover Southern Alberta.

CONSIDERING PRICE OF WIRE.

Montreal, Oct. 11.—Jobbers of Quebec gathered in the offices of the Steel Company of Canada yesterday with the purpose of so arranging prices for 1912 on barb wire, plain twist wire, spring wire and galvanized wire, as to obviate the price-cutting caused by merchants taking advantage of the difference in freight and underselling competitors.

HARDWARE TRADE GOSSIP

ONTARIO.

J. W. James, Courtright, has sold his hardware business to J. T. Locke.

W. M. Cameron has joined the staff of the Geo. Taylor Hardware Co., at New Liskeard.

A salesmaking paint display has been shown in a window of the Rice Lewis retail store, Toronto.

Cole & Robertson have opened their new hardware store at Owen Sound. They have christened it "The Market Hardware."

It is likely that the Taylor-Scott Co., of Toronto, will remove to Guelph, where they will establish a woodenware factory.

The hardware store of Phillips Bros. and Richards & Peeling, Havelock, were broken into last week, and money and goods stolen from each place.

A report from Peterborough says, that John Connor, of that city, is paying a visit to Kingston this week, to negotiate for the purchase of the binder twine plant at the penitentiary.

Jack Gillespie, of the hardware firm of Gillespie Bros., Orangeville, has disposed of his interest in the business to his younger brother Charles. He has accepted a position with a Toronto wholesale house.

John Handreth, hardwareman, of Lemberg, Sask., was married on Thursday of last week to Miss Alma M. Kalbfleisch, of Tavistock, in the Lutheran church, Tavistock. Mr. Handreth went to Lemberg three years ago and established himself in business there.

QUEBEC.

T. G. McClatchie, tinsmith, of Hemmingford, has returned from a trip to Saskatchewan.

Mr. Ross, of Rodger Miller & Sons, Morrisburg, was in Montreal on business last week.

S.J. McCann, of the Pedlar People, has returned to Montreal, after an extended trip through the Maritime Provinces.

James G. Lewis, of Lewis Bros., Montreal, is enjoying a week's hunting at the St. Maurice Fish and Game Club, Wayagamac.

E. Dowsley, manager of A. Ramsay & Son Co., Montreal, is unable to be at his office this week, owing to trouble with his eyes.

E. Liersch, of the Canada Linseed Oil Company, Montreal, has left for the West, where he will endeavor to secure a good supply of flax seed.

Both business and pleasure brought M. O. Crowell, of Crowell Bros., Hali-

fax, to Montreal, this week. Mrs. Crowell made the trip with her husband.

E. McBride, of A. McBride & Co., Calgary, has been taking a pleasure trip in the eastern provinces. He called on a number of friends in Montreal this week.

Darcy O'Brien, of Frothingham & Workman, was under the weather last week and did not make his customary trip. He is on the road again now as hale and hearty as ever.

Frank Bishop, senior member of the firm of Bishop & Son, Brantford, paid a visit to Montreal this week, and was introduced on the Board of Trade by William H. Evans.

McClatchie Brothers, of Cowansville, refuse to let the fire which recently destroyed their buildings have any permanent effect upon their business. They have rebuilt the store and warehouse.

Every effort is being made to complete the Montreal Steel Company's new building this fall. C. E. Deakin, the contractor having the work in charge, has placed an extra staff of men on the job.

Braithwaite Brothers, of Huntington, have recently erected a fine store and warehouse. The buildings themselves, and the appointments, are thoroughly up-to-date, being a credit to the town in which they stand.

For the past week Harry Livingston, of the Dominion Linseed Oil Co., Montreal, has been confined to his bed with an attack of tonsillitis. It is expected he will be able to resume his regular work within a few days.

Mr. Elliott, buyer for McLennan, McFeeley & Co., Vancouver, is on his way back to the coast after an extended business trip to England and the continent. While in Montreal he visited a number of the larger firms.

W. E. Ramsay, of the Pedlar People, has finally succeeded in convincing himself that he needs a holiday, and has gone off for a few days bear hunting. He declares he will bring back a bear too—if the beast doesn't see him first.

Richard Cremer, managing director of the Wolf Safety Lamp Co., of Leeds, Eng., was in Montreal for a few days this week and has left for the western provinces and British Columbia. There he will appoint agents for the sale of his company's goods.

Among the retailers who made business trips to Montreal this week were: H. Laberge, Chateauguay Basin; R. Chasse, Tetrautville; G. A. Solis, Valleyfield; V. Lebeault, St. Laurent; P. E. Caron, Chambly Basin; Thos. Millette,

Longueuil; W. F. Vilas, Cowansville; P. Beauln, Hawkesbury; A. Chartrand, Bellevue, and W. Mayer, St. Jerome.

WESTERN PROVINCES.

T. L. Challoner has returned to H. J. McLean's hardware store, Grandview, Man.

Paulson Bros., have purchased the hardware stock of J. A. Kirkpatrick & Co., at Bawlf, Alta.

The store of J. Weismiller, Beverley, Sask., was recently broken into, and 2,000 cartridges stolen.

E. W. Davies, Calgary, is said to have under consideration the erection of a nail factory at Medicine Hat.

D. D. Campbell has disposed of his hardware business at Fillmore, Sask., to Charles McClochlin, of Moose Jaw.

Donald & Thompson, hardware merchants, at Lumsden, Sask., have purchased lots for building on Fifth Avenue.

The Lawrence Hardware Co., Revelstoke, B.C., are offering two boxes of cartridges free with every \$5 army rifle sold.

E. B. Hummel has purchased from Ross Bros., Edmonton, the hardware business conducted until recently at Viking, by R. B. Sharpe.

A. T. Linton, of Linton & Hall, Calgary, has been suffering from a slight attack of fever. His many friends here wish him a speedy recovery.

The opening of the Farmers' Hardware, at Coronation, Alta., will be marked by a big dance, to which all are being invited. A. M. Gibb will be manager of the store.

The hardware store of Birkett & Thompson, was moved last week from Honeyville to Coronation, Alta. The building was landed in good shape, without even breaking a window.

The H. McKenzie Hardware Company, Scott, Sask., have installed a full line of tinsmithing tools, and have fixed up a large workshop in the new warehouse recently added to their store building.

J. W. DOWLING PROMOTED.

Montreal, Oct. 12.—The appointment necessitated by the resignation of Frank Ross Newman, from Caverhill, Learmont & Co., has been made, J. W. Dowling now having assumed the duties of warehouse manager.

Mr. Dowling has been with the firm for more than thirty years, having in that time filled many positions.

Of late he has been in charge of the heavy goods department, but has also had considerable to do with the pricing. Mr. Dowling is greatly liked and respected by all in the establishment, and his appointment is a popular one.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 64.

MARKETS IN BRIEF

Montreal.

Spelter—Higher prices ruling
 Iron Pipe—A decrease

Toronto.

Turpentine—Down 3 cents
 Tin—Advanced ½c. per lb.
 Spelter—Up 25 cents

Montreal.

Montreal, October 13.—Still tin furnishes the feature of the market, another upward tendency being evidenced. Lead is conspicuous largely because of its scarcity. Some firms are experiencing great difficulty in filling their orders. In antimony there has been the same slow demand, but spelter has become exceedingly stiff. Experts are watching this line with considerable interest. Its leaps of late have been rapid. Pig iron too, is worth watching at the present time. The supplies of this are not large, and though the business has been going along quietly, some dealers have been hard put to it to fill their orders.

Great interest this week is being taken in the exportation of the zinc ore taken from the United States mining centre of Joplin. Some wonderment was originally felt at the amount of ore being exported from that spot. But now it is stated that the Joplin operators have determined—as a result of the recent drop in United States prices—to export still more largely. Six thousand tons is the amount which it is now said will be sent out of the country. Should any such exportation occur it is a little hard to say what will be the result in the States, and what effect the change will bring about in Canada.

Tin.—A district stiffening of the market has been noted here, and word comes that the bulls are again manipulating the market. The indications indeed, are for a bull campaign during October and November. If there is any easing up—say the closest students of the market—it would be wise to buy. Prices so far have not been affected by the strengthening market, but if these conditions continue, as seems likely, it is stated a rise will likely occur. Quotations now, generally given for fair-sized orders are: \$43.50 to \$44.00.

Antimony.—Here the demand is reported steady. The supply on hand is quite sufficient to enable the prompt filling of all orders. Prices range from \$8.00 to \$8.25.

Lead.—War clouds or some other causes are at work to make the supply

of lead scarce. In Montreal there is not as much of this metal as the handlers could wish. Some, indeed, are practically sold out. The figures quoted, \$4.10 and \$4.35 are no higher than those of last week, but the market is in such a state that a change might come quickly.

Spelter.—The scarcity in Europe, bringing about more exportation, has resulted in a marked advance. The demand is strong: On Thursday, one quotation of \$6.20 was made for East St. Louis. That represents a jump of something like 25 cents over last week. The future here is not known. Much may depend upon the exportations now being carried on so largely from Joplin.

Copper.—The market continues dull. Small orders are being received, but the volume of business, thoroughly satisfactory in other lines, is not good here. Still there seems a lack of confidence in the primary market. No hopes for better things in the near future are held out.

Pig Iron.—Generally speaking, stocks of this material are not large. The business being done, however, is fairly good. On Wednesday, one sale of 300 tons was made, which indicates pretty well that iron is moving. There have been no changes in prices, quotations on Old Country Iron being: Middlesboro No. 3, \$18.00; Summerlee No. 2, \$20.00; Cleveland No. 1, \$18.75; Jarrow, \$17.75.

Old Material.—Still a goodly amount of this is being brought to Canada from the other side—a natural result of the weak United States market. Prices on the material which is being sold here—not a great amount—are: wrought iron \$13 a ton; stove cast iron, \$13, and machinery iron, \$16.00 a ton.

Toronto.

Toronto, Oct. 13.—The situation here is, on the whole, quite satisfactory. Good business is being done in nearly all metals, despite the evil influence of general conditions across the line and the individual handicapped in certain lines.

The business done up to date this year has been good. The market has had its ups and downs, but if an average were struck, the result obtained would be satisfactory. If the same gait is maintained until the end of the year, the record for the year will be possibly a little in excess of 1911. This, however, is more or less a matter of conjecture.

Tin.—The advance in tin continues although it has not been as pronounced this week as last. However, the price has crept up to 4½ cents per pound and the prospects are that it will gradually get close up around the 50 mark

again. The Syndicate appears to have absolute control in London again. Locally, there is a heavy demand and business is quite satisfactory. Despite the high prices and the uncertainty lent by the syndicate operations, this has been a very good year in tin.

Antimony.—The situation is unchanged—which means that it is dull and lifeless. Little antimony is being sold locally and buyers are not manifesting any interest whatever. Prices are stationary.

Lead.—The scarcity still obtains locally, though reports from the larger markets are to the effect that some firms have become stocked up to capacity. Some local houses are selling lead as fast as they can get it. The price remains firm, but, if present conditions continue, it is not impossible that higher quotations may result.

Plates and Sheets.—A better tone is manifested here. Although there has been practically no booking for next season's requirements yet, there is a brisk call for sheets and local stocks are getting pretty low. Prices remain firm.

Copper.—The copper demand is very large at the present moment. Buyers are in the market for heavy requirements and large consignments are changing hands. The situation is not satisfactory, however. Copper seems to have become chronically erratic and little confidence is felt locally. The price is said to be cut too fine at the present moment.

Spelter.—There is a heavy demand for spelter and an advance to \$6.75 has been made. This increase of 25 cents has been expected for some time. The price has been soaring on European markets and an advance here has been inevitable for some time. Stocks, locally, are none too light and it is argued from that cause that the high price is very likely to be maintained.

Pig Iron.—More business is being done in imported iron. The approach of the time for the closing of navigation leads to a desire to stock up and this has stimulated activity all along the line. Local prices are: Canadian Foundry No. 1, \$19 and No. 2, 50 cents a ton less. Old Country iron is quoted at \$19.50 for Middlesboro No. 3, and \$20.25 for Clarence No. 3; Summerlee No. 2 is \$22, and Cleveland No. 1, \$20.50. Jarrow and Glengarnock irons are at \$20 and \$22 respectively.

Old Materials.—Considerable trading is being done, with prices remaining as follows: Heavy copper wire, 10½c to 11c; heavy yellow brass, 7½c to 7¾c; heavy red brass, 9¼c to 9½c; heavy lead, \$2.90; light copper and bottoms, 9¼c to 9½c; tea lead, \$2.40; machinery cast iron, No. 1, \$14; No. 1 wrought, \$10; malleable No. 1, \$8 to \$10; miscellaneous steel, \$6 to \$7; stove plate, \$11.

HARDWARE MARKETS

MONTREAL.

Montreal, Oct. 12.—In heavy hardware there has been one change of great importance this week, that is in the price of iron piping. Here a considerable decrease has occurred. The change is said to be due to the competition which has been coming from the United States, though why this should bring about a lowering of prices the wholesale men find it a little hard to understand. As one said: "The mills have had a ready market at the higher figure for all they have been able to turn out."

The market in Canada, as a whole, is strong, showing quite the opposite condition from that in the United States. There, a general weakness is noted, makers hesitating to enter into any agreements, preferring rather to sell on the open market.

Household Goods.—Just a steady demand is noted here. The rush caused by people returning from their summer homes has about subsided now, and orders are for the regular staple lines. Preserving goods have now ceased to be in anything like general demand, but the regular call for kitchen utensils continues.

Seasonable Goods.—Orders in this line are even better than last week, and then the demand was strong. Weather strip is being bought in large quantities. Hardwaremen are laying in a good supply of horse blankets to meet the demand which is bound to grow stronger. Building paper is being shipped in large quantities—not only to the north, where the lumber camps are located, but to east, west and south, where barns need repairing; where houses are being finished; or where there are hen coops to be made snug.

Orders continue to pour in for oil stoves. This is the season when they are in great demand.

Lumbering Supplies.—The days when supplies can be taken to the lumber camps are growing fewer, and so orders for axes, saws, logging chains, cant hooks, grind stones, etc., are being rushed. Most of these being received are of the sorting variety.

Heavy Hardware.—Orders are continuing to come in steadily for nails, bolts, screws and the other lines needed on buildings nearing completion. The reduction in the prices asked for iron pipe feature this line. As yet the exact figures which will be asked for orders of moderate size have not been definitely announced, but at several of the wholesale houses it is said that the prices will be somewhat as follows: Iron pipe, black, 1/4-inch, \$1.95; 3-8-inch, \$1.95; 1/2-inch, \$2.50; 3/4-inch, \$2.95; 1-inch,

\$4.20; 1 1/4-inch, \$5.67; 1 1/2-inch, \$6.80; 2-inch, \$8.73; 2 1-3-inch, \$13.94; 3-inch, \$18.30; Galvanized, 1/4-inch, \$2.72; 3-8-inch, \$2.72; 1/2-inch, \$3.30; 3/4-inch, \$4.00; 1-inch, \$5.73; 1 1/4-inch, \$7.80; 1 1/2-inch, \$9.38; 2-inch, \$12.14; 2 1/2-inch, \$19.40; 3-inch, \$25.45.

Builders' Hardware.—The operations have been so extensive this year that some of the buildings are yet not completed. So there is a good call for such articles as window catches, locks, door knobs, and hinges. Indications are that while the rush in this line is nearly over there will be a large demand until well on in the winter.

Sporting Goods.—Before long now, the really cold weather will be here. Then skates, snow shoes, toboggans, hockey sticks, and pucks will be in demand. The dealers know the call there will be in these lines. They can see how much they sold last year, and can estimate pretty well that they will dispose of at least a like quantity during the coming months. This is one of the lines in which the retailer has come to see that he benefits in every way by sending in his orders early.

So all the hardware houses are busy preparing sporting orders. Some call for immediate delivery. Some are to be sent before December. But coming in early as they are the jobbers are getting a fine chance to arrange for prompt shipment.

Cement.—There has been little change in the situation here, either for better or worse. Last week the concerns handling cement reported ample orders and ample goods with which to fill them. The only shortage which was being experienced was in cars. It is so now. To-day, one concern wanted 35 cars for loading in Montreal and got twelve. Thirty were needed in Hull and fifteen were obtained. So it goes, and unfortunately so it has gone for some time.

Prices quoted for lots of medium size are: City of Montreal and vicinity, \$1.50, f.o.b., exclusive of sacks. Eastern Ontario, \$1.55, exclusive of sacks.

TORONTO.

Toronto, Oct. 13.—Local jobbers unite in expressing satisfaction over the trade situation. Business is brisk and collections are good. Indications point to a continuation of present conditions right through the fall and far enough along into the winter to round off a splendid year. Business to date shows a good increase over 1910.

No price changes have been made this week but an early advance in cutlery is anticipated. Lead pipe remains firm at

the advanced price set two weeks ago.

Seasonable Goods.—The demand has increased very materially for all lines of winter goods. Sleighs, bells, rugs, sleigh warmers, hand sleighs, weather strip, snow shovels, scrapers and goods of that nature are going out now in large consignments. One dealer in the northern district of Ontario has already sent in a supplementary order with the information that he has already disposed of quite a little of his stock.

Christmas Goods.—There is already a good demand for the line of goods required for the holiday trade. "We have sold a great deal of cutlery," said one jobber. "From present indications, I would say that business in this line is going to be well in advance of other years." Some demand has also been felt for clocks, iron toys, brass goods and cut glass. The Christmas rush will not commence for some time yet, however.

Household Goods.—There are no "off seasons" in this line and consequently the demand at present is just about the normal. Some lines of enamelware are selling well. "We sold a few refrigerators to-day," reported one man. "You never can tell when a thing is out of season."

Lumbering Supplies.—There is a steady stream of orders from the north country. Lumbering operations will soon commence and the necessary outfits are being collected.

Wire Nails.—The price remains firm and general satisfaction is expressed with the volume of trade. Several good-sized orders, mostly from the larger centres, were placed this week. There has been a good demand also for cut nails.

Wire.—Spring booking has progressed fairly well. Some good orders have been received from Western points.

Heavy Hardware.—There is a steady movement in all lines. Orders are for the most part moderate in size. Quotations are still as follows: Discounts on carriage bolts, 3/8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7 1/8.

Builders' Hardware.—There is a heavy call still, although most dealers have been stocked up for some time. A steady stream of sorting orders are received, however, and the bulk of business done is quite satisfactory. Jobbing houses report that business has been better than up to a corresponding period last year.

Sporting Goods.—Skates are coming into prominence now. Dealers in all sections are ordering in generous bulk, some for immediate shipment. The demand for rifles and ammunition remains brisk.

The Western Hardware Market Situation {

EXCESSIVE RAINS HAVE DETERIORATED QUALITY OF CROP—BUSINESS MAY SUFFER IN CONSEQUENCE
—NEW FLAX CROP WILL SOON BE ON MARKET —
HARDWARE JOBBERS STILL VERY BUSY.

Winnipeg, Oct. 9.—Perhaps in no country is there as much reserved energy and optimism as in western Canada. Last week, in spite of the heavy rains which continued to fall over the entire west, delaying harvesting and lowering the grade of grain unthreshed, a certain amount of perseverance was certainly necessary. With the arrival, however, of the three fine days, which have been prevailing during the last three days, courage is once more restored and the westerner has forgotten about his losses, but intends to make the most of his present opportunities. The result is that binders are once more at work and threshing is general over the three provinces. That considerable damage has been done is regarded as a fact, but no reliable information as to the exact amount is yet obtainable. From information received from reliable independent sources throughout Manitoba and Saskatchewan, it would appear as if the trade was going to be seriously affected. Very little No. 1 Northern wheat is being marketed at the present time; the majority of the wheat is ranging from No. 2 to No. 6.

Trade this week shows some increase over last on account of the better weather conditions, but the volume as yet has not been affected to any conceivable extent on account of the rains. Travelers have resumed their routes and orders continue to arrive. At the present time large quantities of sorting orders are going out and merchants are stocking up with winter supplies, chiefly all kinds of shelf goods. No special line is in more demand than the other, and an all round healthy feeling may be said to prevail in the hardware market. Collections are reported to be slow, and until some of the grain has been successfully harvested, there is little likelihood of them being any brisker.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—\$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Cleavices—7½c. per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24 \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe—¾ in., \$3.25; ½ in., \$4.05; ¾ in., \$5.00; 1 in., \$7.20; 1½ in., \$9.80; 1½ in., \$11.80; 2 in., \$15.30.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6 \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent. smaller lots, 35 per cent.

Iron Pipe, Black—½ in., \$3.15; ¾ in., \$2.30; ¾ in., \$2.35; 1 in., \$3.15; 1½ in., \$3.80; 1 in., \$5.45; 1½ in., \$7.45; 1½ in., \$8.95; 2 in., \$11.55; 2½ in., \$18.40; 3 in., \$24.15; 3½ in., \$32.25; 4 in., \$36.75; 4½ in., \$42.50; 5 in., \$47.50; 6 in., \$61.50; 7 in., \$95.50; 8 in., \$118.

Logging Chain—¼ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting.—57½ per cent.

Pig Lead—\$4.75. Lead Pipe—\$5.75.

Lead Waste—\$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9c.

Sheet Zinc.—Casks, \$8.75; broken lots, \$9.25.

Steel Squares—40 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I. C., \$9.75; I. X., \$11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, \$10.25; ½ box, \$5.50; I. X., full box, \$14.25; ½ box, \$7.50; 20 x 39, I. C., full box, \$13.50; ½ box, \$8; I. X., full box, \$15.50; ½ box, \$9.

Tinware, Etc.—Pressed, retinned and plain 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., \$3.05; plain twist, \$3.40; staples, \$3; annealed wire, base, \$3; oiled, 10c. extra; bright iron \$3.20 base; brass spring wire, base, 23c.; plain galvanized iron, Nos. 6, 7 and 8, \$3.50; No. 9, \$2.90; 10, \$3.60; No. 11, \$3.70; No. 12, \$3.10; No. 13, \$3.40; No. 14, \$4.25.

Wire Nails.—per 100 lb. keg, \$2.80, Winnipeg.

Paints and Oils.

There is little new in the paint and oil situation this week, and all lines continue to move freely. Turpentine and linseed oil both remain unchanged. The former at 85c per gallon in barrels, and the latter at \$1.15 per gallon raw, and \$1.18 for boiled.

Putty and Glass—The demand for these lines is exceptionally strong and more putty is wanted now than can be manufactured to supply the trade. Prices prevailing in this line amount to \$3.15 per 100-lb. drums, while \$2.75 per 100 lbs. is cost of 900-lb. casks. Putty in barrels is quoted at \$3.15 per cwt., and \$3.40 in 100-lb. cases. Glass is active and prices holding firm on the \$3.50 basis.

First break, all under 25 united ins., \$3.50 per 100 sq. ft.

Second break, 26-40 united ins., \$3.75 per 100 sq. ft.

Third break, 41-50 united ins., \$4.25 per 100 sq. ft.

Fourth break, 51-60 united ins., \$4.75 per 100 sq. ft.

Methods of Retailing Paints and Varnishes

PAINT DEPARTMENT JUST INSIDE THE DOOR.

Within the past couple of years, there has been a noticeable awakening, in the trade, to the importance of the paint department. At one time the rearmost, darkest and most inaccessible part of the store, was considered good enough for the display of paints. But there has been a gradual movement toward the front, for hardwaremen now realize that it is a good thing to make it easy for customers to drop in and buy his paint. Where it is possible to arrange the paint department just inside the door, it has been found very profitable to do so.

A. Latham, of Moose Jaw, Sask., has a splendid location for the paint department, in his fine big store. The building is on a corner, so that a side entrance is possible. By turning to page 45 it will be seen, by the plan of Mr. Latham's store, that the paint department is just inside this door. A more convenient location could not have been found in the store, as the paint shelves

are also close to and easily seen from the main entrance.

Goods Neatly Displayed.

Next to its convenient location, the tasteful arrangement of the shelves, is the feature of this paint department. As will be seen from the cut below, great care has been taken to place the different sizes and shapes of packages, where they will appear to best advantage. The various labels are so harmoniously grouped, as to make this department rank with any other in the store, from the standpoint of attractive appearance.

Immediately below the shelves are neat drawers, in which the dry colors are kept. This idea does away with the muss which results when the dry colors are kept in bins or kegs behind a counter. It also makes it much easier for clerks to serve customers, as the drawers are much more accessible than bins or kegs, and their location immediately below the shelves adjacent to a large window, tends to facilitate the handling

of these dry colors, as the light in this section of the store is excellent.

The plan previously referred to, shows a Bowser pump in one corner of the paint department, which does not appear in the cut below. There is also a battery of these pumps at the other side of the store, but it was found advisable to locate one pump right in the paint department, to still further improve the service there.

WILLIAM H. EVANS LEAVES CANADA PAINT COMPANY.

Montreal, Oct. 12.—William H. Evans, who has been associated with the paint and varnish business in Canada for a long term of years, has resigned from the Canada Paint Company, of which he has been general sales manager.

Mr. Evans has made himself an authority on paint. Securing his early training with the then well-known hardware firm of Mulholland & Baker, Montreal, he later joined the staff of Ferguson, Alexander & Co., of Glasgow,



View in the Paint Department. A. Latham's Hardware Store, Moose Jaw, Sask.

pioneers in the manufacture of paints, colors, and varnishes. With this firm Mr. Evans acted as traveler, representing them throughout the whole of Ontario.

To thoroughly post himself on the lines he was selling, Mr. Evans made several trips to Glasgow, where the Elephant brand of white lead was corroded. He also kept in touch with London and New York markets, relative to the supplies of varnish gums; and spent no inconsiderable time in the turpentine districts of South Carolina.

Mr. Evans has written a number of articles upon various subjects connected

with the paint trade. Some of these printed in Hardware and Metal, have been copied in other trade journals in the United States and England.

In a few days, Mr. Evans leaves for a visit to New York. It is expected that he will, upon his return, continue his interest in the trade. Indeed, he could hardly do other, for he retains his interest in the Lead and Color Company, of Toronto, of which he is a director. Mr. Evans is also identified with several other corporations, and is a member of the Montreal Board of Trade, The Commercial Travelers' Association and The Canadian Railway Club.

getting more business with infinitely less trouble. They report, too, that the merchants of the place are doing better than they did under the old system. The change has been for the benefit of all.

Travelers Could Bring Change.

It would appear that such altered conditions might be introduced in a number of places if the proper steps were taken. And the travelers seem the men best qualified to do the necessary missionary work. Some of them had a large part in bringing about the better state of affairs in Valcourt. They could do the same thing in other places.

It is not only the paint men who are interested. Wholesalers in all lines of hardware feel the hardship of present conditions just as much. So do travelers for grocery and dry goods houses. They are delighted always when they get to one of the Province's larger centres, where business is divided in the usual manner. They can there secure better orders and with much greater ease.

Make Merchants See Benefit.

To make the merchants of the back townships see the advisability of specializing—in a measure at least—would not be easy. It could not be accomplished in short time. But if the travelers dropped a word here and there, the merchants would sooner or later come to see that they would not lose but rather benefit by ceasing to compete with one another on every line; and they would arrange to divide the trade of the community equitably.

Diversification of Trade a Problem in Quebec

IN MANY CASES EVERY MERCHANT IN TOWN HANDLES PAINT—THIS IS A HARDSHIP TO WHOLESALERS AND MANUFACTURERS—IN VALCOURT AN EQUITABLE DIVISION HAS BEEN MADE, SOME DEALERS SPECIALIZING ON ONE LINE AND SOME ON ANOTHER—AN EXAMPLE WORTH FOLLOWING.

One of the difficulties which the wholesale houses have to face in the Province of Quebec is the great diversification of the trade. They have to deal not with a few stores in each place, but with practically every store in every place. The stores are general, each undertaking to carry a little of everything, paint among the rest. So the traveler has to make numerous calls. The territory he can cover is curtailed. He gets more orders than an Ontario traveler might consider possible, but they are for small quantities.

Nowhere does this system benefit the wholesaler or the manufacturer. He gets less returns from his travelers than he would were the business more specialized. He sends out more orders but no more goods; indeed all the extra orders mean is more parcels to get ready, and more express and freight charges to pay. In addition it is pretty generally agreed that less paint is sold in each town or village than would be if fewer handled it.

Few Better Than Many.

Here is another example of the old saying, "Too many cooks spoil the broth." Where a man handles paint and a great many other things he cannot devote much attention to pushing the sale of the paint. On the other hand if paint were one of his principal lines he would make it a point to effect sales. He would talk paint, advertise paint, paint the town red with paint. He would create more of a paint atmosphere than was created by all the retailers of the town when each carried the line.

One of the towns in the Province, Valcourt, has seen the wisdom of specializing. There the merchants got together and determined that they would make some kind of a division of lines. The rules were not exceedingly hard and fast, but it was pretty well arranged that one man should specialize on hardware, another on groceries, another on dry goods, and so forth. The plan has worked well. Paint men who have had travelers there say they are

PAINT AND OIL MARKETS

MONTREAL.

Montreal, October 12.—Difficulty in securing English white lead is causing those manufacturers who use it in large quantities considerable anxiety. Indeed, this, and the continued scarcity of linseed oil, is making the paint business exceedingly trying. There seems little probability that better conditions are coming. Rises in the price of white lead and of linseed oil are rather regarded as quite likely. The demand for both lines is large, and the supply smaller than usual. The result of these two facts is not hard to anticipate.

Orders are coming in steadily for prepared paint, yet this season is a little quiet, the manufacturers explaining this by saying that the jobbers are well supplied with their goods, and are able to keep the shelves of the retailers full.

For Petroleum there is a large de-

mand, but this, it is stated, will grow still larger in the next few weeks.

Turpentine.—Still the prices remain at the high figures recently struck. The market is firm and there are no indications of an immediate change. Quotations generally made for barrel lots are 74 cents a gallon. For larger orders all the firms shade considerably, 68c a gallon being quoted for 5 and 10 barrel lots.

White Lead.—On all hands it is stated that white lead is scarce. Especially is this true of the lines secured from England. Firms using this particular line are experiencing difficulty in obtaining their supply. Why this is so is not easy to state. The general opinion, however, is that the production in the old country has not been as great as usual.

Canadian white lead is reported sufficient to meet the demand. But the price of this depends largely upon the

Yes, Sir! Every solitary Paint Need you can think of is well and profitably filled by the famous ML Line.

ML Paints—Made just a little better and more carefully than the next best paint—they stand the weather test wonderfully well. It pays to sell paints that last—your customers blame YOU when they don't.

ML Floorglaze—A self-varnishing finish in solid and transparent colors—that dries glass-hard over night. Has a non-scratchable, brilliant surface. Good for any paint use.

Elastilite Varnish—In a class by itself—so good that even amateurs get fine results. Sell it without a doubt that it will give perfect satisfaction, for any varnish use, indoors or out.

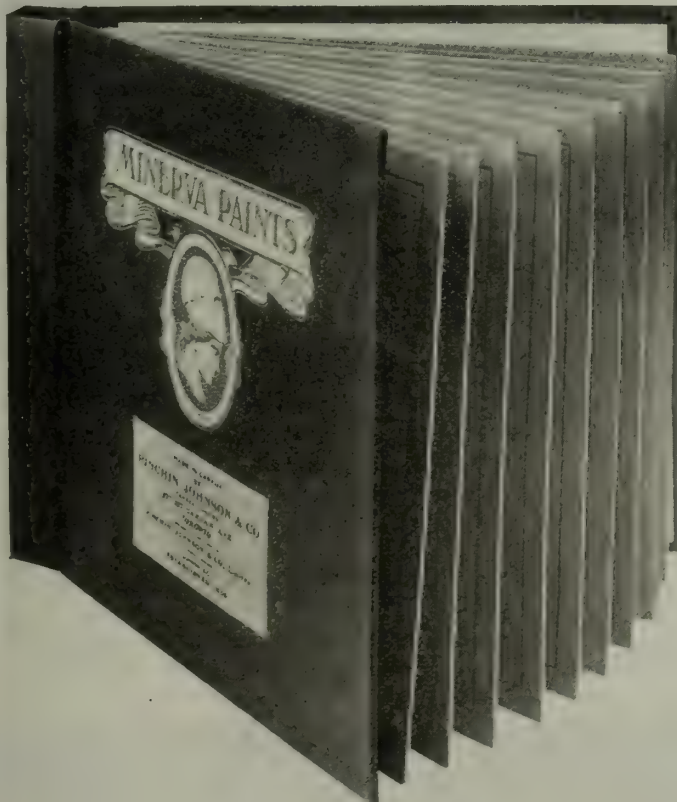
THERE'S a good proposition waiting at our office for aggressive dealers. There are samples of all our lines at all three of our depots. Get in touch with us. We are aggressive folk ourselves, believers in advertising and we take care of people who deal with us.

Imperial Varnish & Color Co., Limited

6 to 34 MORSE STREET, TORONTO

108 Princess Street, Winnipeg

524 Beatty Street, Vancouver



Established in England 1854

The MINERVA Counter Book

Supplied to MINERVA Paint Agencies, saves time. It's a ready reference for shades and prices, and is only one of the many attractive selling helps that accompany the MINERVA Agency.

The MINERVA Agency is the wide-awake dealer's proposition.

Write for details.

Pinchin, Johnson & Co.
(Canada) Limited

577 - 587 Carlaw Ave.,
TORONTO

price in England, so if a rise occurs it will almost certainly be general.

Present quotations are:—One ton lots \$6.15; five ton lots and upwards, \$6.00. For shipments of less than a ton, \$6.30 is asked.

Putty.—Still the demand is strong, keeping pace with the call for glass and window sashes. The supply is such that orders can be promptly filled: There has been no change in prices, the quotations being: Bulk, bbls., \$2.20; bulk, cwts., \$2.45; bladder, bbls., \$2.70; bladder, cwts., \$2.80; 25's, loose, \$2.25; 25's, cased, \$2.70; 12½'s, cased, \$2.90.

Linseed Oil.—Here the manufacturers are encountering real difficulties. There is a scarcity of flax seed. One concern has a man in the west attempting to secure a supply. Another is said to be on the point of closing down temporarily, owing to the supply being exhausted. Two weeks ago one firm made a boast that it had all the oil it needed. That concern has received such heavy orders since that its stock is now practically reduced to nothing.

No change in the figures quoted have been made as yet, \$1.01 being asked for raw and \$1.04 for boiled oil. Unless the Argentine crop proves good, however, a rise may occur.

Glass.—More and more indications are that there will be a shortage of glass later in the fall. The demand continued large, and the quantities coming in from Belgium, while considerable, are hardly sufficient to enable the filling of all orders now being received, to say nothing of those which have come in earlier and which could not be met. The future condition of the glass market depends to a great extent upon the amount which can be brought to this port before navigation closes.

Prepared Paints.—Steady demands which can be met without much difficulty summarizes the general situation here. Some manufacturers have secured large contracts which are causing them to rush, but the trade to the retailers is going along quietly for the most part. Heavy orders booked at the beginning of the season explain this situation.

Petroleum.—Orders for shipment by water are coming to the various houses in large quantities. Oil is needed more for immediate use now than it has been for some months, and dealers are also anxious to secure their winter's supply ahead of time. They kill two birds with the one stone this way, guarding against any scarcity of oil, and securing a lower freight rate. "We have been busy all this month," said the sales manager of one concern, "But we'll be a long way busier in the open-

ing days of November. Then is when the rush orders for water delivery come in."

Prices remain unchanged, the quotations being: Sarnia prime white, 14c; American water white, family safety, 15c; Pratts' astral, 19c.

TORONTO.

Toronto, Oct. 13.—Business is good, but not extraordinarily so. Jobbers and manufacturers express themselves as well satisfied with the trade they are doing, but in volume it does not just at the present moment come quite up to expectations a month ago.

"Although we have done pretty well this fall," said one manufacturer, "and have no cause for complaint, we do feel that the amount of business done during the fall is not as large as the favorable climatic conditions would lead one to expect. Fall painting must be encouraged more."

Business has been pretty evenly distributed over all lines, though the demand for varnishes and interior stains is beginning to bulk largely.

Linseed Oil.—The price of linseed oil remains unchanged, with every prospect of a firm market for some time to come. Everyone had looked for a material reduction as the natural result of a reduced price for seed, the latter contingency seemingly highly probable, in view of the good crops in the 'north-west. At the present time, reports of cold, wet weather in the north part of the provinces of Saskatchewan and Alberta are heard, and it is freely predicted that the crop will be smaller than ever, the most moderate of early estimates. Add to this the fact that the American flaxseed crop is below the average, and the tendency to maintain the high price of seed at Winnipeg will be understood. It is asserted that the cost of oil has been run up to the price now charged by the crusher to the jobber, and that there is no relief in sight.

Turpentine.—The price of turpentine dropped three cents to-day, bringing it down to 72 cents. This is a lower figure than had been thought possible. It is admitted that the amount of gum coming from the trees thus far has been much in excess of what was anticipated, and this has caused a tendency toward lower prices on the primary markets. Reports from Savannah are to the effect that the demand for export has been unusually good and, if the domestic demand had been at all equal, the price here must inevitably have been increased. Locally, the demand is only fair at present.

Rosin.—The demand both for export and for home supplies has been sufficient to keep the price very firm.

Putty.—Brisk conditions prevail, and large shipments of putty are being made. Prices remain firm. Standard putty is quoted as follows: Bulk, in casks, \$2.20; in 100-lb. drums, \$2.25; in 25-lb. drums, \$2.65; bladder, in barrels, \$2.75. Pure putty prices remain the same: Bulk, in casks, \$2.50; in 100-lb. drums, \$2.80; in 25-lb. drums, \$2.90; bladder, in barrels, \$3.

Glass.—The outstanding feature in connection with glass is the shortage felt in all lines, particularly in double diamond. This is accounted for partly by the increased demand, but it is also said that supplies have been very slow in coming forward. Some jobbers report that they are feeling the shortage very keenly and are finding some difficulty in filling their orders.

White Lead.—The white lead situation continues very uncertain. Although an advance has been predicted for two weeks, the price still remains the same. The local jobbing houses report that an advance is practically inevitable, and express surprise that it has not yet been put into effect.

Prepared Paints.—The demand is not particularly large at present. With the prospect of cold weather in the very near future, dealers are ordering in small quantity. The mild weather of the last few days has stimulated demand to some extent, and some good sized sorting orders have been received, but it is believed that the effect is purely temporary.

Varnishes and Japans.—The demand in all lines has been quite active, and it is believed that this condition will continue for some little time.

ATTRACTIVE WINDOW CUT-OUT.

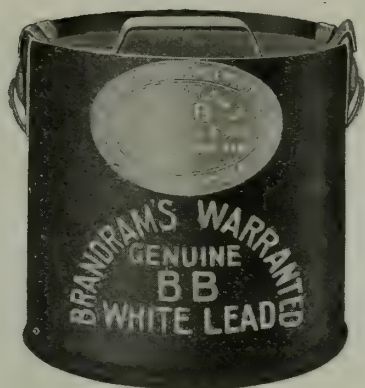
Furthering its policy of co-operation with the dealers, the Carborundum Co. has just issued an attractive lithograph cut-out. The new cut-out shows a pleased shaver, who has just put a velvet edge on his razor with one of the Carborundum razor strops.

One of the striking things about this new cut-out is that it not only pictures the application of the razor strop, but it shows as well an actual sample of one of the strops. The real strop is securely fastened to the cut-out by means of tape tied through brass eyelet holes.

The cut-out is done in eight colors by a direct photographic process and is a most striking sales help. It can be used in window displays or on the counter or show case.

The company state that this cut-out is given free to any dealer with an order for Carborundum razor strops.

TWO WHITE LEADS



Brandram's B. B. Genuine White Lead

Made by the Brandram's process for practically two centuries.

It is the standard White Lead of the world.

By it others are judged.

It combines all the good points of the Old Dutch process, with scientific improvements by which the body and color are perfected.



Anchor Decorators' Pure White Lead

The base of which is made by the old Dutch process. It is the best White Lead that can be produced by that method.

Next to the Brandram's process of corroding White Lead, there is none equal to the Old Dutch Process.

BEFORE PLACING YOUR ORDER FOR WHITE LEAD,
WRITE FOR PRICES AND FULL PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN CANADA

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 40c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Aluminum, 9c.; No. 4; 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Cosmic, 15c.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, $\frac{1}{2}$ to 1 inch, per 100 lb.	2 20	2 30
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch.	2 30	2 40
Tubes per 100 feet, $\frac{1}{4}$ inch.	9 50	9 50
" " " " " "	8 25	8 50
" " " " " "	10 00	10 00
" " " " " "	12 00	12 10
" " " " " "	15 00	15 30
" " " " " "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base $\frac{1}{2}$ to 1 inch, round	0 21
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 inch base.	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Oushion work, 55 per cent.
Pulley work, 70 p.c.; No. 0, 75 p.c., and 1 and 2
Jaslin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 55; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valve, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.E.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal

COPPER

Casting ingot.	Per 100 lb.
Out lengths, round bars, to 2 in.	13 75
Plain sheets, 14 oz., 14 x 48, 14 x 60	21 00
Copper sheet, tinned, 14 x 60, 14 oz.	24 00
Copper sheet, plainished, 14 x 60, base	31 00
Braziers', in sheets, 6 x 4	33 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

	Montreal	Toronto
In car lots.		
Canadian foundry, No. 1	19 50	
" " " " " " " "	19 00	
Middlesboro, No. 3 pig iron	18 00	19 00
Summers, No. 2	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	20 50	20 50
Clarence, No. 1	18 00	20 75
Jarrow	17 75	20 50
Glenbrook	22 50	
Radnor, charcoal iron	32 00	32 50
Aysome, No. 3	18 75	
Ferro Nickel pig iron (800)	25 00	
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh	27 50	
Angles	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron	2 05	2 24
Refined "	2 15	2 30
Horseshoe iron	2 15	2 30
Mild steel	1 95	2 15

Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 25	2 30
Tire steel	0 15	0 15
Sheet cast steel	2 85	2 90
Toe calk steel	0 07½	0 08
Mining cast steel	0 65	0 65
High speed	0 50	
Capital tool steel	0 15	
Cammell Laird	0 08	0 08
Black Diamond tool steel	0 08½	
Corona tool steel	0 13½	
Silver tool steel	0 06½	

9-16 to 11-16 inch	0 06
1 to 1-16 "	0 05½
1-16 to 3 "	0 05
Montreal, 25 and 2. Toronto, 30.	

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 25	2 55
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00
Galvanized—Apollo D. Crown Ordinary		
18x24x52	4 45	4 45
60	4 70	4 60
20x28x80	8 90	8 70
90	9 40	9 30

	Montreal	Toronto
22 gauge, per square	6 10	
24 "	5 00	
26 "	3 85	
28 "	3 65	
Less 10 p.c.		

GALVANIZED SHEETS

	B.W.	Queen's	Fleur	Gordon	Gorbal's
Head de-Lia Crown Best					
16-20	3 60	3 35	3 60	3 60	3 60
22-24	3 65	3 40	3 65	3 65	3 65
26	4 05	3 80	4 05	4 05	4 05
28	4 25	4 00	4 25	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.

Less than case lots 10 cents per hd. extra.

'Comet' sheets—

22	3 65
24	3 70
26	3 75
28	4 00
Apollo brand—	
24 gauge, American	3 60
26 "	3 85
28 "	3 95
104 oz., equal to 28 English	4 35

IRON PIPE.

Size (per 100 ft.)	Black	Galvanized
1 inch	2 03	2 86
" "	2 25	3 08
" "	2 63	3 48
" "	3 28	4 43
1½ "	6 41	8 66
2 "	7 70	10 40
2½ "	9 57	13 86
3 "	16 39	22 14
3½ "	21 52	29 07
4 "	27 08	36 58
4½ "	30 78	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c. Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00.

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95. Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent.
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Radiators—25 p.c.

OLD MATERIAL

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 09	0 09
Heavy red brass	0 10	0 10
Yellow brass	0 08	0 08
Light brass	0 06	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00

Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 00	3 75
Imported pig, per 100 lb.	4 45	4 25
Bar pig, per 100 lb.	4 35	4 25
Sheets, 2½ lb. sq. ft., by roll	4 75	5 00
Sheets, 3 to 6 lb. ft.	4 50	4 75
Cut sheets ¾ c. per lb. extra.		
Cut sheets to size, ¾ c. per lb. extra.		

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4½ c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 25½
Wiping	0 23	0 24

SHEET ZINC

5-owl. casks	8 25	7 50
Part casks	8 50	8 00

SPELTER.

Foreign, per 100 lb	7 25	6 50
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TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$46 50 46 00

	Per box
Redipped Charcoal Plates—Tinned	
M L S, Famous (equal Bradley)	
I C, 14x20 base	\$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double.

Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet box.	
" 14x60, "	
" 14x65, "	7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 75	7 35
" 26	7 75	7 85

WIRE

ANNEALED OUT HAY BAILING WIRE.

No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90 F.O.B. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10-0-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.55; No. 24, \$8; No. 25, \$8.30; No. 26, \$8.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extras net.

Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

HAY WIRE IN COILS.

\$3.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE
From stock, f.o.b. Montreal—100 lbs.
Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.30
10, \$2.80; 11, \$2.65; 12, \$2.45; 13, \$2.55
14, \$3.15. In car lots straight or mixed.

FOLKLY NETTING.

2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, \$2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks \$1.

WIRE CLOTH

Painted screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb. 2 45

Galvanized, plain twist. 2 75

Car lots and less.

Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch, \$16.80.

Black, 1st grade, 6 strands, 19 wires, ½, \$5 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized 2 85

Plain 2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins. 0 80 0 85

In barrels, 5-gal. tins. 0 80 0 85

PER LB.

"BAKELITE"

WHAT IS IT?

A BRUSH CEMENT WHICH WHEN HARDENED ABSOLUTELY PREVENTS THE SHEDDING OF BRISTLES FROM A BRUSH.



The exclusive Canadian Right for this wonderful and important improvement in Brush Making has been secured by the manufacturers of the always reliable and up-to-date

BOECKH PAINTERS' BRUSHES

Ask our Salesmen to show you sample section of Brush which they are carrying, so you can see for yourself what a decided advantage it has over the old method of setting Brushes.

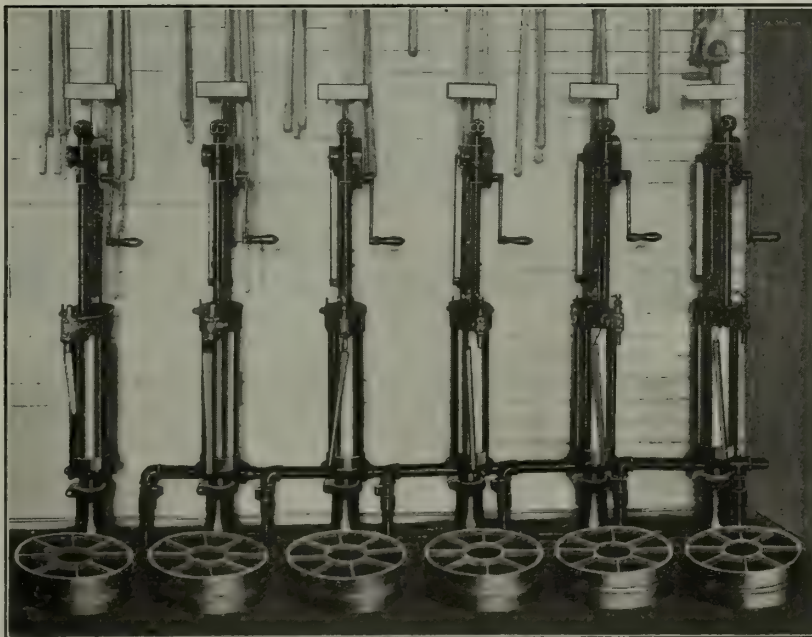
THE BOECKH BROS. COMPANY, LTD.
TORONTO, CANADA

Head Office
80 York Street

ESTABLISHED 1856

Factories
158 to 168 Adelaide Street West

This is a photograph of an installation made for J. H. Ashdown Hardware Co., Calgary. He will tell you it pays. That is why you should have one. Drop a card for free book No. 15



This system handles
Kerosene
Boiled Linseed
Raw Linseed
Turpentine
Machine No. 1
Machine No. 2
and it don't waste a drop. That's why it pays.

It's The Way You Handle Paint Oil That Makes Your Profit.

Your competitors are using Bowser Systems in their business. Can you afford to work with less economy than they? The Bowser System will place you on an equal footing. That is why success always follows their installation.

Let us send you our free book No. 15. Drop a card for it.

S. F. BOWSER & CO., Inc.,

66-68 Fraser Ave., TORONTO, ONTARIO

Amatite ROOFING

MINERAL SURFACED NEEDS NO PAINTING

EVERYTHING about Amatite appeals to the man with common sense. He can see its superiority at once—the real mineral surface *which never needs painting*; the two layers of Pitch which is the greatest waterproofing material known; the two layers of heavy Tarred Felt—all these contribute to the popularity of Amatite.

We can make Amatite better and cheaper than anyone else on account of our greater facilities, and consequently we sell it at a surprisingly low figure.

Simply the fact that it needs no painting is enough to make a man sit up and take notice - especially the man who has spent time and money in painting and repainting smooth surfaced roofings. **EVERY DEALER SHOULD PUSH IT.**

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

ST. JOHN, N.B.

HALIFAX, N.S.

WIRE NAILS

We have the latest machinery and every facility for producing best quality wire nails with perfect heads and points. Special care is taken in the drawing to obtain a regular gauge. Our Wire Nails are guaranteed full weight. Other lines we make and recommend are:

Annealed Wire and Wire Bale Ties

Very Soft and Pliable. Extra Strong
GET OUR PRICES.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

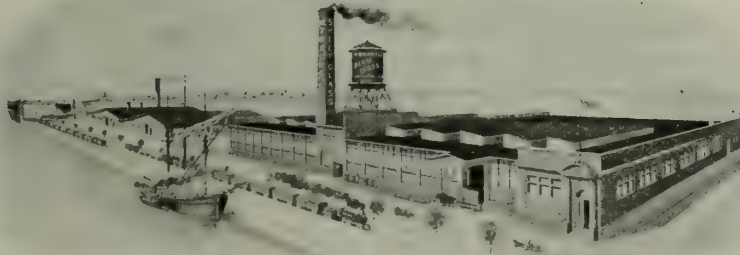
Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

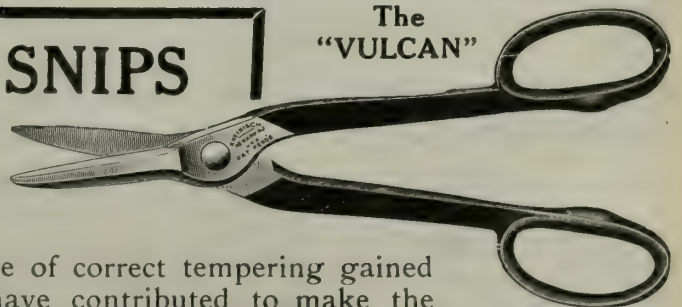
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

Works, DON SPEEDWAY

TORONTO

HEINISCH TINNER SNIPS

The
"VULCAN"



Cut illustrates the famous "Vulcan" shear, specially designed for cutting curves, all irregular shapes, cornice work, small circles down to 3 inches diameter. The great care taken in selection of materials and the knowledge of correct tempering gained in our 85 years' experience making shears have contributed to make the "Heinisch" shear the standard of the world Sold by all jobbers.

TAILORS'
SHEARS

R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TRIMMERS
SCISSORS

HARDWARE AND METAL

KNIVES
Hay knives, net list.
Claws, 50 and 25 per cent.

KITCHEN ENAMELED WARE
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned coat, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 90
Potato mashers, wire, per doz. 0 60 0 70
" wood " 0 50 0 80
Vegetable slicers, per doz. 2 25
Universal meat chopper, No. 1. 1 15
Enterprise chopper, each 1 30
Spades and fry pans, 50 and 10 p.c.
Star A chopper 5 to 32 1 35 4 10
" 100 to 103 1 25 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 3 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain. " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., \$5.10; 9-in. wheel, 3 knives, 12 in., \$6.75; 9-in. wheel, 5 knives, 12 in., \$7.75, 10-in. wheel, 4 knives, 12 in., \$3.50; 10-in. wheel, 4 knives, 12 in., ball bearing, \$10.00; 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons—8-inch open wheel, 3 knives, 12 in., \$5.10; do., 4 knives, \$6.25, 9-inch wheel, 3 knives, 12 in. sizes, \$6.75; do., 4 knives, \$7.25; 10-in. wheel, 4 knives, 12 in. sizes, \$4.50; ball bearing do., \$10; do., 5 knives, \$10.50. 50 per cent. f.o.b. factory.

LOOKS AND KEYS

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MAILERS

Tinsmiths', 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz. 15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste, 6 00
Aroline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, \$6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 1½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, ¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz. 1 20 1 50
Folding ironing boards. 16 25 18 00

NAILS

Wire
1-1½ inch 3 35
1½ inch 3 00
1-1½ inch 2 75
2-2½ inch 2 65
2-2½ inch 2 50
3-3½ inch 2 45
3-3½ inch 2 40
5, 5½, 6 inch (black), 40 c. Toronto, \$2.60.
Cut nails—Montreal, \$2.40
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Creased spikes, ½ diameter, per 100 lbs. 2 85

OAKUM

Flumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coopers' oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 35 per cent

PLATED GOODS

Hollowware, 40 per cent discount
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaski" Nevada silver flatware, 42 p.c.

FINISHED WARE.

Discount 35 per cent.
10-ot. flaring sap buckets, 35 per cent.
4, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pites, 35 p.c.

FLAMES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RASORS.

	per doz.
Boker's "King Cutter"	7 50 11 00
Henckels "	15 00
"	7 50 20 00
Clausen automatic safety	37 00
Clausen perfect stropper	16 00
Gillette Safety, each	3 75
Clausen Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope,	0 08½
Pure Manila rope,	0 10½
"British" Manila	0 08½
Cotton, 3-16 in. h. and larger,	0 24
Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.	
Jute, ½ and upwards, 9c.; under ½, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 8½
Sisal bed cord, 48 feet, per dozen	0 65
Sisal bed cord, 6 feet, per dozen	0 80
Sisal bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Matress twine, per lb.	0 45
Staging "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12½ per cent.
Copper Burs only, 22½ p.c.
Extras on Coppered Rivets, ½ lb. packages 1c. per lb.; ¼ lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 85 to 87½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 15
vory, No. 1283, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 80
" No. 50, nickel-plated, " 0 85
" handles, japanned, per gross 8 40
Common, plain, 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lb.	2 40
Solid, 3 to 50 lbs.	1 55

SASH CORD.

No. 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Diaton's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches.	1 60
Perfection window screens, 14x15, open 22½ inches.	1 80
Model window screens, 14x22, open 36½ inches.	2 25

SCALES.

	Per cent
Gurney Standard, 35; Champion, 50 p.c.	
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.	

SCOTCH SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel.	85 and 10
" R.H., bright.	80 and 10
" F.H., brass.	75 and 10
" R.H., brass.	70 and 10
" F.H., bronze.	70 and 10
" R.H., bronze.	65 and 10
Drive screws.	85 and 10

Set, case hardened.	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen.	0 65
North Bros., No 30, per dozen	16 80

SCISSORS AND SHEARS

Clausen, nickel scissors and shears, 60; Jap. 65; tailors, 40; pruning, 70.
Seymour's, 60 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Star skates, 37½ per cent.
Boker, hockey 30c. upwards; spring, Empire hockey sticks, \$3 00, \$3.50.
Micmac and Rex sticks, \$4.00, \$6.00
Pucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. \$2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 23 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch.	8 18
Nestable, 40 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common. per doz.	1 22
7-inch.	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock.	18 75
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STONES—OIL AND SCOTCH.

Washita. per lb.	0 25	0 37
Hindustan "	0 06	0 10
" slip "	0 18	0 20
" Axe "	0 10	0 10
Deer Creek "	0 10	0 10
Deerlick "	0 25	0 15
" Axe "	0 15	0 15
Lily white "	0 42	0 10
Arkansas "	1 50	0 10
Water-of-Ayr.	0 10	0 10
Scythe "	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers, in bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, giup, blue, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copr " tacks, 45; copper nails, 50;

trunk nails, black, 65 and 10; trunk nails, tin ned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, assasin, No. 714, 66 ft., doz. 3 90
Lufkins, linen, No. 404, 66 ft., each 0 94
" steel, No. 264, 66 ft., each 3 58
Chesterman's linen, No. 1823, 66 ft. ea. 1 10
" Metallic, No. 1831. 1 95
" Steel, No. 1840, 50 feet 4 26

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Onesida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps.	60
" Rat Traps.	1 20
Easy Set Mouse "	0 45
" Rat "	0 45
Blizzard Mouse Traps.	0 25
" Rat Traps.	0 25
Hold-Fast (formerly Devil) Mouse Traps 0 25	
Hold-Fast (formerly Devil) Rat Traps 0 40	
5-Hole Tin Chokers.	0 80

VISES

Per pound.	0 12	0 12½
Hinged pipe vise, 25 lbs.	3 55	
Saw vise.	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES

New Ontario.	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell.	52 50
New Century, Style A.	101 25
Ideal Power.	180 00
Daisy.	73 25
Stephenson.	74 00
Puritan Motor.	168 00
Connor, improved.	62 50
Ottawa.	55 00
Connor Ball Bearing.	112 50
Connor Gearless Motor Washer.	180 00
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz.	47 75

WINDOW GLASS



MANY dealers do not recognize what good profits are made from the sale of Window Glass.

Just now Window Glass can be bought low, and the prices for retail being well established, the profits are high.

We have a splendid retail list showing the prices for re-tailing glass that will be a help to all dealers.

Stocks are coming forward very slowly, and orders should not be delayed for

Star Glass Diamond Glass
Double Glass

26-oz. and 32-oz. Glass
Enamelled Glass Colored Glass

We advise all dealers to look over their stocks. Now is the time to sort up when prices are low and you are sure of having your assortment complete. The demand is very heavy, and it will be a case of first come first served for the best assortment very soon.

We are Ready to Quote or to Ship

A. RAMSAY & SON CO.
MONTREAL
Established 1842



“DOMINION”

“THE CROWN OF QUALITY”

Galvanized Canada Plates

HEAVILY GALVANIZED

“TIGHTLY” GALVANIZED

HAVE YOUR JOBBER SUPPLY “DOMINION CROWN”

A. C. LESLIE & CO., LIMITED

MONTREAL

“SILKSTONE” FLAT WALL COLORS

SMOOTH AS SILK

HARD AS STONE

There will be a tremendous demand for these colors. Already many women have written us expressing their desire for a finish such as this.

“SILKSTONE”

is a Flat Wall Paint. Can be washed with castile, or any soap not containing lye, without losing any of its beauty.

Is sanitary, beautiful and durable. Is more economical than distemper colors, and can be used where distemper cannot.

WRITE US ABOUT IT NOW

G. F. STEPHENS & CO., Limited
Paint and Varnish Makers
WINNIPEG **CANADA**
BRANCH AT CALGARY

HARDWARE AND METAL

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Bar Iron Henry Rogers, Sons & Co., Montreal	Calipers J. T. Slocumb Co., Providence, R.I.	Clothes Line Reels Corbett Foundry & Machine Co., Owen Sound	Dry Batteries Canadian Carbon Co., Toronto Canadian National Carbon Co., Toronto
Bar Urns Buffalo Mfg. Co., Buffalo, N.Y.	Cans Thos. Davidson Mfg. Co., Montreal. McClary Mfg. Co., Toronto The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg	Clothes Reels and Lines Cummer-Dowsell, Ltd., Hamilton Hamilton Cotton Co., Hamilton.	Emery or Corundum Wheels Canadian Hart Wheels Limited, Hamilton, Ont.
Bath Room Fittings Buffalo Mfg. Co., Buffalo, N.Y.	Carriage Springs and Axles Guelph Spring and Axle Co., Guelph.	Clothes Wringers Cummer-Dowsell Ltd., Hamilton, Ont. American Winger Co., New York City	Electrical Supplies Canadian General Electric Co., Toronto Standard Paint Co., Montreal
Belting Dominion Belting Co., Ltd., Hamilton Sadler & Haworth, Montreal	Cartridges Dominion Cartridge Co., Montreal.	Cold Rolled Strip Steel The Morris & Bailey Steel Co., Pittsburgh, Pa.	Electric Fixtures The Barton-Netting Co., Ltd., Windsor, Ont. Morrison James Mfg. Co., Toronto.
Belting, Hose, etc. Gutta Percha and Rubber Mfg. Co., Toronto	Cash Registers National Cash Register Co., Toronto	Cordage Hamilton Cotton Co., Hamilton. Plymouth Cordage Co., N. Plymouth, Mass.	Enameled Ware Davidson Thos. Mfg. Co., Montreal The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg McClary's London Ernest Stevens, Ltd., Cradley Heath, England
Blind Twine Consumers Cordage Co., Montreal Plymouth Cordage Co., N. Plymouth, Mass.	Carpet Sweepers Bissell Carpet Sweeper Company, Grand Rapids, Mich.	Corrugated Iron The Galt Art Metal Co., Galt, Ont.	Eavetroughs Thos. Davidson Mfg. Co., Montreal McClary's London The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg Wheeler & Bain, Toronto E. T. Wright & Co., Hamilton
Bird Cages E. T. Wright & Co., Hamilton	Cattle and Trace Chains Greening, R., Wire Co., Hamilton. McKinnon Chain Co., St. Catharines Onaida Community Limited, Niagara Falls, Ont.	Cow Ties Greening, R., Wire Co., Hamilton McKinnon Dash and Metal Co., St. Catharines	Escutcheon Pins The Parmenter & Bullock Co., Gananoque, Ont.
Boilers and Radiators Pease Foundry Co., Toronto Taylor-Forbes Co., Guelph, Ont.	Castings Corbett Foundry & Machine Co., Owen Sound	Cuspidors Buffalo Mfg. Co., Buffalo, N.Y. Thos. Davidson Mfg. Co., Montreal McClary's London The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg E. T. Wright & Co., Hamilton	Fencing—Woven Wire The Steel Co. of Canada, Ltd., Hamilton
Bolts and Nuts London Bolt and Hinge Works, London, Ontario The Steel Co. of Canada, Ltd., Hamilton	Carriage Springs and Axles Guelph Spring and Axle Co., Guelph.	Cutlery—Razors, Scissors, etc. Chaverhill, Learmont & Co., Montreal Crookes, Jonathan, & Son Dorken Bros. & Co., Montreal Frothingham & Workman, Ltd., Montreal Heinisch, R., Sons Co., Newark, N.J. Howland, H. S. Sons & Co., Toronto.	Files and Rasps Barnett Co., Philadelphia, Pa. Delta File Works, Philadelphia, Pa. Disston, Henry, & Sons, Philadelphia, Pa. Nicholson File Co., Port Hope Simonds Canada Saw Co., Ltd., Montreal
Brass Goods Jas. Cartland & Son, Ltd., Birmingham, Eng. Morrison, Jas., Brass Mfg. Co., Toronto Taylor-Forbes Co., Ltd., Guelph, Ont. Tallman Brass & Metal Co., Hamilton	Carriage Springs and Axles Guelph Spring and Axle Co., Guelph.		Fire Extinguishers The Valor Co. Ltd., Birmingham, Eng.
			Fire Irons Charles Lindsay, Glasgow, Scotland

SELLING PAINT FOR PROFIT

High selling cost in proportion to sales reduces profits. You should inform yourself of the brands of paint and varnish with which the general public is most familiar and secure the sale of one of them if you can. If you do this you will generally find that

Canada Paint Co.

PAINTS, COLORS and VARNISHES

are the most widely and favorably known. They have been on sale in the Dominion for nearly half a century and in that time their uniform good quality has won a reputation that means quick sales and good profits. They form that unbeatable combination of good quality and reasonable price.

We make practically everything in paints, varnishes and colours. We are also large manufacturers of pure Linseed Oil and Elephant Brand White Lead.



MONTREAL TORONTO WINNIPEG

300%

Increase in "61" Floor Varnish Sales. This is the result of Pratt & Lambert's three years' advertising, specializing on

"61" FLOOR VARNISH

This Fall they are advertising

VITRALITE

"THE LONG LIFE WHITE ENAMEL"

as well as "61" in most of the great leading magazines in Canada and U. S. "61" will be pushed as hard as before. Vitralite will be pushed as hard as "61" ever was. Buy on a rising market. NOW is the time.

Send for our Dealer's Vitralite and "61" Offer Now.



WINNIPEG

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Replenish Your Stock with Quality Paint

Sell "NEW ERA" and Attract Better Trade.

Hardware dealers who have given NEW ERA a trial are now **our** steady customers. NEW ERA is the kind that consumer's demand—the kind that satisfies.

INCREASE
YOUR
TRADE

NEW ERA PAINT

INCREASE
YOUR
PROFITS

NEW ERA Paint will outlast, cover more surface, hold its color better, stand more changes of the weather and give more brilliant finish than any high-priced paint you can buy. **Write at once.**

Standard Paint and Varnish Works Co., Ltd.
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Knowledge is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

Firearms and Ammunition

Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes

Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co., Louisa

Fire Place Furnishings

The Barton-Netting Co., Ltd., Windsor, Ont.
Charles Lindsay, Glasgow, Scotland

Food Choppers

Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa

Foot Warmers

Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Forgings

Steel Co. of Canada, Limited, Hamilton
Furnaces, see Stoves

Galvanizing

Canada Metal Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron

W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lyasight, Ltd., Bristol, Newport and Montreal

Gas Fixtures

The Barton-Netting Co., Ltd., Windsor, Ont.

Glass

Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental

Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass, Wired

Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds

Felton, Godfrey S., London, Ont.
Sharatt & North, London, Ont.
Winnipeg Paint & Glass Co., Winnipeg

Glue

The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appleby Bridge, Eng

Go-Carts, Etc.

Gendron Mfg. Co., Ltd., Toronto

Grindstones

Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns

Harrington & Richardson Arms Co., Worcester, Mass.

Handles

Still, J. H. Mfg. Co., St. Thomas

Hardware Specialties

Taylor-Forbes Co., Ltd., Guelph, Ont

Hay Unloading Tools

F. E. Myers & Bro., Ashland, Ohio

Hinges

Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks

Still, J. H. Mfg. Co., St. Thomas.

Hooks

Steel Co. of Canada, Limited, Hamilton

Hoop Iron

Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Horseshoes and Nails

Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers

North Bros. Mfg. Co., Philadelphia
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic

Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron and Steel Bars

Steel Co. of Canada, Limited, Hamilton

Iron Pipe

Canadian Tube & Iron Co., Montreal
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps

Aylmer Pump & Scale Co., Aylmer
McDonnell E. Co., Galt, Ont.

Ladders

Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf

Hamilton Brass Mfg. Co., Hamilton

Lampblack

The L. Martin Co., New York
Wilkes Martin Wilkes Co., New York

Lanterns

Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Lawn Mowers

D. Maxwell & Sons, St. Mary's, Ont.
Jas. Smart Mfg. Co., Brockville, Ont.
Taylor, Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Swings

F. E. Myers & Bro., Ashland, Ohio
Stratford Mfg. Co., Stratford, Ont.

Lighting Fixtures

Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc.

Belleville Hdw. and Lock Mfg. Company, Belleville
National Hardware Co., Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools

Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents

Henderson & Richardson, Montreal
MacLachlan, H. F., & Co., Toronto.
Gibb Alexander, Montreal
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt, Moose Jaw

Mantels and Grates

The Barton-Netting Co., Ltd., Windsor, Ont.

Metals

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie A. C., & Co., Montreal.
Lyasight, John, Bristol, Eng.
Magnolia Metal Co., Montreal
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oaker, John, & Sons, London, Eng.

Metal Store Fronts

Canada Foundry Co. Ltd., Toronto
Corbett Foundry & Machine Co., Owen Sound

Mop Sticks

Tarbox Bros., Toronto

Mop Wringers

White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers

The Bridgeport Hdw. Corp., Bridgeport, Conn.

Nails, Wire

Parmenter & Bulloch Co., Gananoque
Steel Co. of Canada, Limited, Hamilton

Oilers

Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg
Wright, E. T., & Co., Hamilton, Ont.

Oil Stones

Canadian Hart Wheels, Hamilton, Ont

Oil Stoves

McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks

Brooks & F. & Co., Toronto.
Corbett Foundry & Machine Co., Owen Sound

Ornamental Iron and Wire

Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes

Berry Bros., Limited, Walkerville, Ont.
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Montreal
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Reubin Williams Co., Montreal.
Standard Paint Co., Montreal
Standard Paint and Varnish Works, Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover

Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals

Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Pig Iron

Steel Co. of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized

Steel Co. of Canada, Limited, Hamilton

Poultry Netting

Greening, B., Wire Co., Hamilton, Ont.
John Lyasight, Ltd., Bristol, Newport and Montreal

Pruning Knives

International Tool Co., Detroit

Pumps

Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio

Putty

Steel Co. of Canada, Limited, Hamilton

R.R. Angle Bars

Steel Co. of Canada, Limited, Hamilton

R.R. Axles

Steel Co. of Canada, Limited, Hamilton

Razors

Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Refrigerators

Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers

Canadian Ferrosteel Co., Bridgeburg, Can
Canadian Heating & Ventilating Co., Owen Sound

Rivets

Steel Co. of Canada, Hamilton
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton, West, Ont.

Roofing Supplies

Barber Asphalt Co., Philadelphia
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto
Standard Paint Co., Montreal
Unicou Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rope

Consumers Cordage Co., Montreal
Independent Cordage Co., Toronto

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield, England

Saws

Atkins, E. C., & Co., Indianapolis, Ind
Diaston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont.
Diamonds Mfg. Co., Kitchen, Mass.
Spear & Jackson, Ltd., Sheffield, Eng

Scales

American Outlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.
Burr, W., Stewart & Milne Co., Hamilton
Frothingham & Workman, Montreal

Screws, Nuts, Bolts

Steel Co. of Canada, Limited, Hamilton

Scythe Stones

The Carborundum Co., Niagara Falls, New York

Shears, Scissors

R. Heinish's Sons Co., Newark, N.J.
J. Wise & Sons Co., Newark, N.J.

Shovels and Spades

Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware

McClashan, Clark Co., Niagara Falls
Meriden Britannia Co., Hamilton, Ont.
Oneida Community, Ltd., Niagara Falls
Standard Silver Co., Toronto
Toronto Silver Plate Co., Ltd., Toronto

Spikes, Railway, Ship or Pressed

Steel Co. of Canada, Limited, Hamilton

Sprayers

Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Spring

B. Greening Wire Co., Ltd., Hamilton
Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Staples

B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Limited, Hamilton

Steel—High Speed

Alexander Gibb, Montreal

Steel—Cold Rolled Strip

Morris & Bailey Steel Co., Pittsburg,

Steel Rails

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stencils

McClary's, London, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Store Ladders

F. E. Myers & Bro., Ashland, Ohio

Stoves, Furnaces

Burrow, Stewart & Milne Co., Hamilton
Canadian Heating & Ventilating Co., Owen Sound
Clare Bros., Preston.
W. J. Cupp, Son & Co., Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
Enterprise Foundry Co., Sackville
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Moffatt Stove Co., Weston
Pease Foundry Co., Toronto.
Supreme Heating Co., Welland
Jas. Smart Mfg. Co., Ltd., Brockville, Ont
Jas. Stewart Mfg. Co., Woodstock
Stove and Furnace Cement
G. F. Sterne & Sons, Brantford

Tacks

The Steel Co. of Canada, Ltd., Hamilton

Tapes

Jas. Onesterman & Co., Sheffield Eng
Lufkin Rule Co., Windsor, Ont

Tie Plates

Steel Co. of Canada, Limited, Hamilton
Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont

Timber Jacks

Trevhella Bros., Birmingham, Eng.

Tin Plate

A. O. Leslie & Co., Montreal

Toasters

Harkins & Willis, Ann Arbor, Mich.

Tools

The Chapin Stevens Co., Pine Meadow, Conn.
The Goudell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield, Eng

Tool Grinders

Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks

Aylmer Pump & Scale Co., Aylmer, Ont
Geo. D. Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners

Onward Mfg. Co., Berlin

Valves

Kerr Engine Co., Walkerville, Ont.

Varnishes: See Paints

Berry Bros., Limited, Walkerville, Ont
Dowdall Varnish Co., Montreal

Ventilators

Harris, J. W., Co., Montreal.
Geo. D. Pearson & Co., Montreal

Vices

Holland Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vice Co., New York

Waffle Irons

Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster

Manitoba Gypsum Co., Winnipeg

Washing Machines, etc.

J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowdell Ltd., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's

Woodstock Wagon Co., Woodstock

Wash Boards and Tubs

Wm. Cane & Sons Co., Newmarket

Washers

Steel Co. of Canada, Limited, Hamilton

Wheelbarrows

Meaford Wheelbarrow Co., Meaford,

White Lead

Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware

Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal

Wm. Stairs Son & Morrow, Halifax



Store of Alex. Ballantyne, Brantford, Ont.

Brantford, Ont.

The Sherwin-Williams Co.

Sirs: I have been requested by your representative to write a letter expressing my experience with an opinion of the Sherwin-Williams Products. I say "products" because I believe every agent should be a full line man. He should not recognize anything but the Sherwin-Williams line. He ought to be convinced in his own mind that there is nothing in the paint line "just as good"; then he can convince others.

My experience with the SWP line warrants me in talking and believing this way and sustains this belief. The SWP line is so well advertised that when you mention that what you are offering a customer is the S-W Paint, Varnish, or whatever it may be, he or she recognizes the name and in all probability has unconsciously formed a good opinion of it--the sale is half made to begin with. The attractive thing to me about selling S-W Products is that I can talk quality, not price.

I would point out that we seldom sell S-W Paint without impressing upon our customers that it is very much better than any other paint and this causes them to notice the difference.

Respectfully yours,

ALEX BALLANTYNE.

THE SHERWIN-WILLIAMS Co.

(OF CANADA, LIMITED)

PAINT, VARNISH AND COLOR MAKERS, LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL,
TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.



Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

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2c. per word first insertion.

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HOLDER OF BOX 580, send street address and we will forward replies. **HARDWARE AND METAL**, Toronto.

AGENTS WANTED

AGENT WANTED to represent British manufacturer of Andirons, Fenders, Curbs, Hearth Sets, Interiors, etc., on all ground east of Fort William except Toronto. State ground covered and agencies presently held. Box 73, **HARDWARE AND METAL**, 88 Fleet Street, London, England. (41)

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FOR SALE—One set tinsmith's tools and machines. Also cement block machine. Box 594, **HARDWARE AND METAL**, Toronto. (41)

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FOR SALE—Smart little hardware business; good turnover; stock about \$4,500. Must be sold quick; owner going West. Box 593, **HARDWARE AND METAL**, Toronto. (39tf)

FOR SALE—Hardware, stove and tin business. Established over 20 years. Stock about \$5,000. Must be sold at once. Good stand and business. J. D. MURDOCH, Simcoe, Norfolk County, Ont. (38tf)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Teeswater. (16tf)

HARDWARE BUSINESS FOR SALE in rapidly developing Saskatchewan city of 15,000. Excellent surrounding district. Stock and fixtures run about \$3,500. For particulars write Saywell, Saskatoon. (42)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Day Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd., Office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egray Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution

SITUATIONS VACANT

WANTED—At once, good steamfitter. **COCHRANE HARDWARE LIMITED**, North Bay, Ontario. (42)

WANTED—At once, first-class hardware man. Apply, with references, **COCHRANE HARDWARE LIMITED**, North Bay, Ont. (42)

WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. **MACLEAN PUBLISHING COMPANY**, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—Hardware traveller to travel in British Columbia. Must be a salesman with experience on the road. Good salary will be paid to competent man. Apply Box 595, **HARDWARE AND METAL**, Toronto. (42)

WANTED—Assistant buyer for wholesale hardware business situated in a large Canadian city. State experience and salary expected, with copies of testimonials. Apply Box 596, **HARDWARE AND METAL**, Toronto. (41)

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, **HARDWARE AND METAL**, Toronto (24tf)

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THE MACLEAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **MACLEAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. The Maclean's Magazine, Toronto.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

A Level-Headed Paint Dealer

There's
Something
on his
Mind
That will
Always
Make
Him
Money

Always wants to carry the best line he can. He knows that poor paint becomes a heavier, harder load to manage the longer he carries it. If you are struggling along with a line that worries you, *stop right where you are.* Drop that line and get

Martin-Senour Paint 100% PURE

You'll feel the relief at once. There are so many good points to talk about — points purchasers quickly discover and begin to talk about, too. The level-headed dealer recognizes that a satisfied customer is the best salesman on earth, and that the longer he stays on earth and the more Martin-Senour Paint he buys, the better satisfied he becomes. You can furnish him that satisfaction and pocket a good profit for your services. Write today and we'll tell you how to get started on the right line.

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

MONTREAL

CHICAGO

WINNIPEG



Make Your Varnish Department Pay Bigger Dividends

This can be done by pushing DOUGALL VARNISHES.

All over Canada the qualities of these Varnishes are being recognized and you can turn this to good account if you wish to do so.

If you carry

DOUGALL VARNISHES

you will please your customers and increase your business

DOUGALL VARNISHES cover more surface per gallon than any other varnish, and, furthermore, it is

THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST.

J. S. N. DOUGALL, President

MONTREAL

CANADA

Associated with Murphy Varnish Co., U.S.A.

SOMETHING FOR NOTHING

is an exploded idea.

What people want now-a-days is good value for their money.

Gaining the confidence of your customers is 99% of your sales problem, and there is no surer way of doing this than by handling our products.

Take for instance:—

Jamieson's Floor Enamel

the original and the best.

It has had many imitators since we originated it several years ago, but as yet none have approached it for quality.

It is still the best finish for soft wood floors, oilcloths, etc., that we have seen. It has given General Satisfaction—and the price is reasonable.

Write us for our 1912
sales proposition.

R. C. Jamieson & Co.
LIMITED

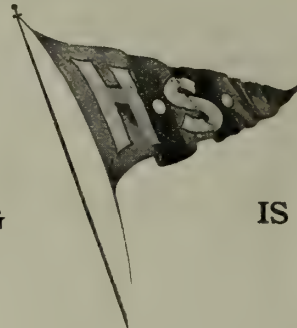
ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited
Montreal



QUALITY MEANS SERVICE
SERVICE MEANS SATISFACTION



THE LITTLE
BLUE FLAG

IS YOUR
PROTECTION

Efficiency of service is the only measure of paint value. "Satisfaction and Service assured" is the strongest selling argument on earth.

All "High Standard" Paint and Varnish products are made upon the sole basis of quality, and the "Little Blue Flag" upon the label of any Lowe Brothers' products means the best paint or varnish for the purpose—BEST SERVICE—MOST SATISFACTION.

Lowe Brothers
High Standard
Liquid Paint

GIVES BEST RESULTS

To quality we add publicity—practical, educational, extensive advertising—advertising that interests the right people. There's both Profit and Valuable Prestige in the Exclusive Agency for "HIGH STANDARD PAINT." It has a tangible value. It is an asset in a dealer's business. Suppose you have us tell you more about it?

Lowe Brothers, Limited

Temporary Office; 261 King St. W.

TORONTO



DAYTON, NEW YORK, BOSTON
CHICAGO, KANSAS CITY,





BRUSHES and BROOMS FOR FALL TRADE

It is worth your while to be certain that you place in the hands of your customers only goods which are absolutely reliable. You can do this if you handle the **Keystone Brand**, as no brush or broom is allowed to leave the factory unless perfect in every respect.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN ONTARIO

*Why Buy the "Near Brand" when
the Best is Procurable?*

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

**GERMANTOWN
LAMPBLACK**

IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.



The L. MARTIN CO.

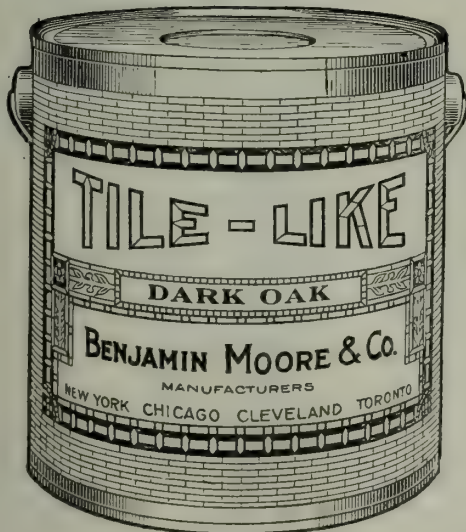
Manufacturers of the
Highest Standard Lampblacks

for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.



MOORE'S

Tile-Like

is full of attractive selling points, and can be handled with profit by every hardwareman. "TILE-LIKE" is a colored Varnish and Stain Combined, and requires no stirring. No other varnish stain is so uniform in color as "TILE-LIKE," which has the added advantage of not hiding the grain of the wood.

Will not mar when used on floors, works easily, is slow in setting, and can be rubbed in 24 hours. Suitable for all kinds of interior woodwork. Buying "TILE-LIKE" means saving the cost of staining, and it will be found a high-grade varnish, the equal of any on the market.

GIVE "TILE-LIKE" THE PROMINENCE IT DESERVES.

Other MOORE Leaders are: Mooramel, Muresco, Floor Paint, Saniflat, House Colors, Impervo Varnish.

Write for Colour Cards and Prices.

Benjamin Moore & Co., Limited, Toronto

NEW YORK

CHICAGO

CLEVELAND



Every Can a Berry Can

There are three leading reasons why you ought to make every can on your varnish shelves a Berry Brothers' Can.

1st. You will get the *right* varnish for every demand your trade can make upon you.

2nd. The label is so well advertised to consumers that every can becomes a Quality Advertisement on your shelves.

3rd. The Quality is so well known that you don't have to waste time in argument and *can always get a price that means a good profit*.

There's nothing in varnish, shellac or kindred lines that you can't *buy* best and *sell* best under the Berry Brothers' Label.

Berry Brothers' Business Builders

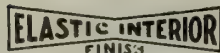
The Big-5 with which every dealer can most easily satisfy the quality-demands of his trade.



For finishing floors in the most durable manner possible.



For the finest rubbed or polished finish on interior wood-work.



For interior wood-work exposed to severe wear and finished in the full gloss.



For front doors and all other surfaces exposed to the weather.



The newest and best for finest enameled interior woodwork.

BERRY BROTHERS, Limited

The World's Largest Varnish Makers
WALKERVILLE, ONT.

The Goodwill of the Women Folk

is one of the most valuable assets, and they will become the good friends of your store, if you recommend and sell

LACQUERET

The Brightener of the Home

Lacqueret acts like magic in beautifying and preserving old furniture, dingy wood-work and marred and dirt-stained floors.

There is an urgent need for "Lacqueret" in every room of every home.

We have a booklet for distribution "The Dainty Decorator" which tells of the numerous uses to which "Lacqueret" can be put. Have you a supply of "Dainty Decorators"? They are real business bringers.

Sold in full imperial measure cans only.

INTERNATIONAL VARNISH CO.

CANADIAN FACTORY OF STANDARD VARNISH WORKS
TORONTO - - WINNIPEG

THE
HOUSE-
KEEPER'S
FRIEND

The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in
nearly every instance.

They save the labor by
performing it.

They are neat, inexpensive,
durable and agreeable
HELPERS,

Ask your jobber for them.
If they will not supply you
address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers
exclusively



This
Trade Mark
Ensures
Genuineness
Originality
Perfection
Satisfaction

Stand any old kind of racket!

There's nothing so handy around house, store
or farm as the

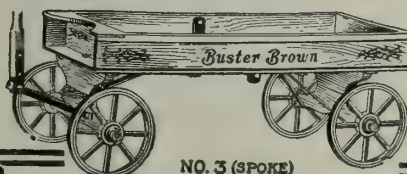
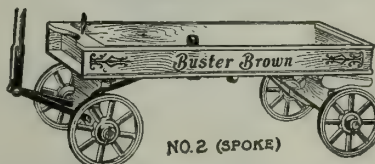
BUSTER BROWN CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well
finished, and are a splendid selling line.

IN 4 SIZES

Write for Prices

Western Representatives:
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



The Woodstock Wagon &
Mfg. Co., Limited
WOODSTOCK, - ONTARIO

F. E. MYERS & BRO. ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair
dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for
hurried machine repairs.

All machine shops and railway
shops should have it.

Bridge builders, track layers,
and structural metal workers
have constant use for it.

Send for Description.

A. B. JARDINE & CO.
- ESPELER - - - ONTARIO

Steel Sheets for Deep Stamp- ing and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A.
Sheets, also Galvanized Canada
Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal



Oakey's

The original and only
Genuine Preparation for
Cleaning Cutlery, 6d.
and 1s. Canisters.

'WELLINGTON'

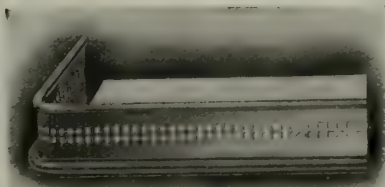
KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc

Willington Mills, London, England



CHARLES LINDSAY

Rumford Works, 33 Great Hamilton Street

GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs,
Fire Irons, Coal Vases, Interior Grates, Etc., Etc.

Write for Catalogue

Canadian Representatives - H. L. SOPER
Post Office Box 1975 - WINNIPEG

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Keep on the Right Side of the Contractor
by supplying him with our guaranteed

LEEKNOTT ROOFING

as it will be nearly as good as new when most of the ready roofings are forgotten. It will cost you no more to stock Leeknott and it is by far the cheapest and most profitable in the long run.

Its high quality is due to the work of experts--the experts use the very best of long fibre woollen felt, which is thoroughly soaked and coated with the genuine Trinidad Lake Asphalt, specially prepared and tempered for the purpose. Leeknott has the wonderful weather and fire resisting qualities, qualities that most roofings lack. Every roll is absolutely guaranteed. Rust-proof, galvanized special roofing nails, extra quality lap cement, and illustrated printed directions packed in every roll. Anyone can successfully lay "LEEKNOTT."

We make sales easy by supporting the dealer and supplying him with circulars, etc. Our rolls are more attractive and are certain to invite enquiries.

Write for full details.

Agents wanted.

Canadian Supply Company

220 King St. West



Toronto, Ontario

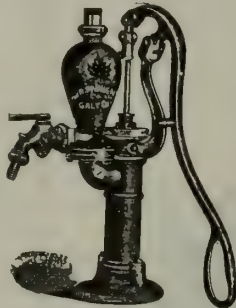
Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will

McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps--for Force or Lift use--every size, style, kind, in our big catalogue.



The
R. McDougall Co., LIMITED
GALT, CANADA

An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

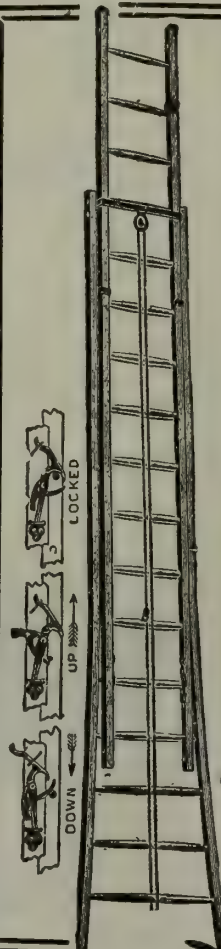
It is the safest and most convenient ladder for painters and contractors as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The
Stratford Mfg. Co.
Limited
Stratford - - Ontario



SCHEIP'S PERFECT PATENT STOVE PIPE



COOPER and O. H. Stove-
pipe Elbows.
3" to 8"
1 doz. in a bundle.

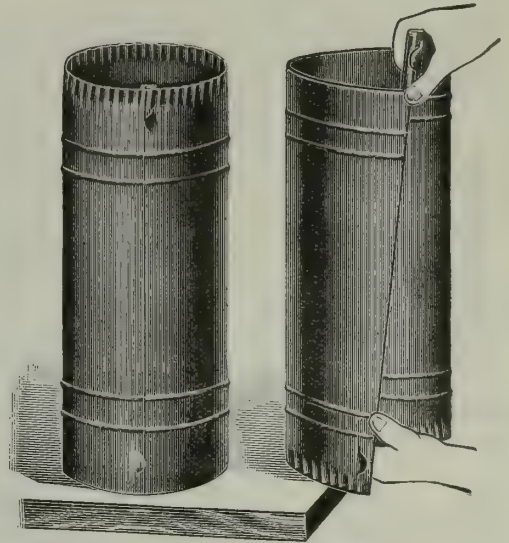
Fits perfectly—no tools required to lock it—when locked is just as solid as riveted pipe. 6 or 7 inch.

Crated 25 lengths in a crate.

Made-up Pipe, Tees, Tapers, Angles,
Damper lengths, Dampers, Thim-
bles, Chimney Caps, Ridge
Pipe, Side Roof
Pipes, etc.

E. T. WRIGHT & CO., Hamilton, Canada

Winnipeg distributing agents—MERRICK-ANDERSON CO., Winnipeg, Man.
Vancouver distributing agents—MacPHERSON & TEETZEL, Vancouver, B.C.
Toronto agent—F. B. WILSON, 33 Maitland Street, Toronto, Ontario
Winnipeg agents—W. REYNOLDS & CO., Winnipeg, Manitoba



MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

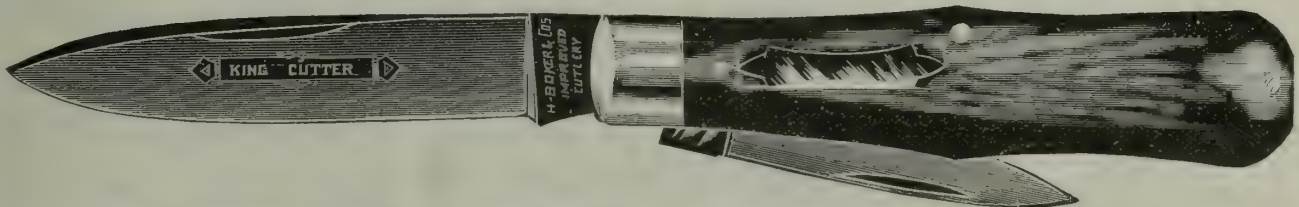
GALT, ONTARIO

and

VANCOUVER, B.C.

Sell The Highest Quality H. Boker & Co.'s "Tree" Brand Cutlery

The Cutlery with a Reputation



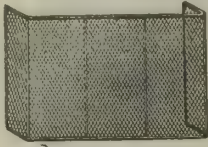
Pocket Knives and Cutlery Bearing the "Tree" are as near Perfection as Science, Skilled Labor and Over Half Century of Practical Experience can produce. They are Hand Forged, Hardened and Tempered. Made from Extra Refined Cutlery Steel. Each Knife is carefully Hand Honed. Unconditionally guaranteed.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

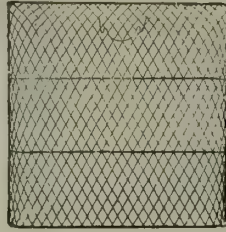
We are Headquarters for
SPARK PROOF FIRE GUARDS.

You will make no mistake in carrying a stock of our standard sizes of
Spark Proof Fire Guards.

Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.



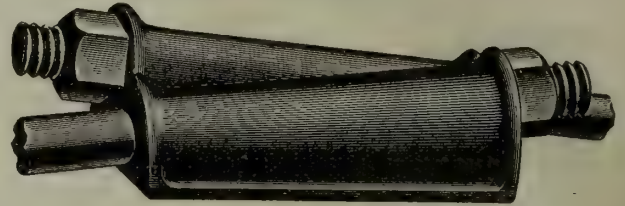
Send for illustrated price list



CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.
We Solicit Your Inquiries.

TANK LUGS



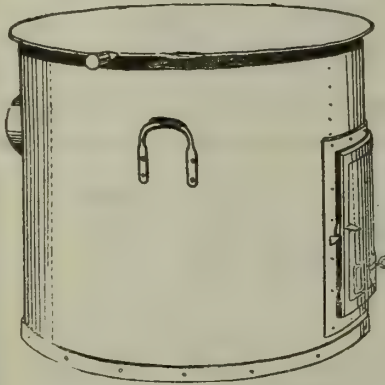
For bands on Water Tanks, Silos, Penstocks, Kilns, etc. Round from $\frac{3}{8}$ to $1\frac{1}{2}$ inch, also for flat bands up to 6 inches. Best Malleable Iron. Prompt Shipments.

Otterville Mfg. Co., Limited,

OTTERVILLE ONTARIO

Erie Steel Feed Cooker

These cookers are indispensable to farmers, butchers or stockmen. Grains that are useless for other purposes, by the use of the cookers are made as valuable as the best marketable product. Made in 7 sizes for burning wood. Nos. 20, 30, 40, 60, 75, 90, 120. Grates for burning coal supplied when ordered.



Made by

ERIE IRON WORKS, Limited

ST. THOMAS, ONTARIO

**Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts**

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

**MONTREAL
HALIFAX
OTTAWA**

**HEAD OFFICES
TORONTO
CANADA**

**WINNIPEG
VANCOUVER
ROSSLAND**

EXECUTORS' SALE

A hardware business, located in the heart of a progressive town on the main line of the C.N.R., in Saskatchewan, without opposition, is offered for sale as a going concern. The town in question is in one of the best wheat districts in the province and has a flour mill and four elevators. The property consists of stock in trade amounting at present to only about \$5,000.00, real estate 62 $\frac{1}{2}$ ft. by 120 ft., with store and warehouse 28 ft. by 70 ft., and tinshop 12 $\frac{1}{2}$ ft. by 30 ft. The turnover of the business is between \$15,000.00 and \$20,000.00 annually. Inspection and offers are invited.

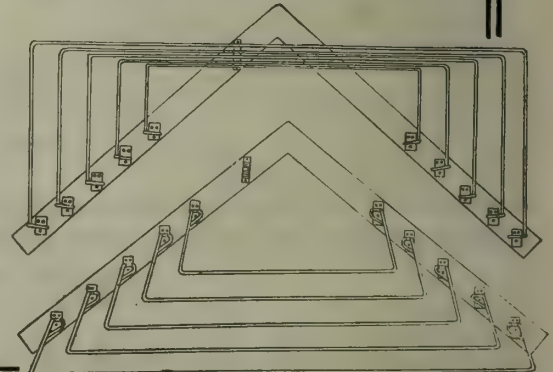
For information apply to Chas. M. Camroux (on the premises) at Langham, Sask., or to

ACHESON & MORTON,
Solicitors, etc.,
Saskatoon, Sask.

FOR DRYING CLOTHES

NOTHING has yet been designed which is so satisfactory as this convenient clothes rack. It is so constructed as to take up the minimum space while affording the maximum drying area (19ft.) and is strongly made of hardwood and bent steel. It is retailed at **\$1.25**, and sold to you at **\$9.00** per doz.

Modern Machinery Co.
SARNIA, ONT.



HERCULES

SASH CORD

BUY THE BEST
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information

Don't forget to mention this paper

Mention this paper when writing Advertisers.

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY
ALL
JOBBER'S

¼-lb tins—3 doz. in case.

Sheet Brass

Prompt delivery from stock

Tallman Brass & Metal Co.
HAMILTON, ONT.

THE SANITATION PROBLEM SOLVED



by the invention and patent of Aerated Sanitary Dry Closet. No waterworks or sewerage required. No polluted matter to be carried out regular. Just as convenient as the flush closet, at a very small cost. The liquids carried off by a small ½ gas pipe and run in a hole outside. By the use of a chemical the solids are disposed of. Sold on trial.

Kendrick & Co., Simcoe

Glues, Gelatine, Size, etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

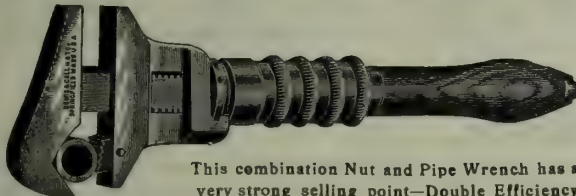
Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency

Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

WALL PLASTER

PLASTER BOARD—THE COMBINATION
GOOD RESULT LATH.

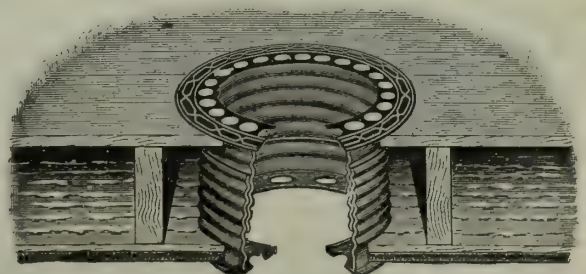
"Empire" Woodfibre Plaster, "Empire" Cement Wall Plaster, "Empire" Finish Plaster, Gold Dust Finish Plaster, Trowel Plaster of Paris and other Gypsum Products.

Shall we send you plaster literature?

Manitoba Gypsum Co., Limited

WINNIPEG, MANITOBA

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 3033

P. O. Box 267

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building
39 St. Paul St., QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Boston, U.S.A.

Wiebusch & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FEED COOKERS.



When in need of cookers for boiling Feed, just drop a line to

The James Bros. Foundry Co.
PERTH, ONT.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intense heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

FILTERS.

GALVO FILTER & STERILIZER
Kills all disease germs by Electricity - Plain or Screw Faucets 50 and 75 cts.
Write for Doctur's Reports on the Galvo

"ANTI-SPLASH" FILTERS
Plain or Screw Faucets 25c Write for dischs. Anti Splash Filter Co. Ont. Owen Sound

FLOOR SPRINGS.

The Best Door Closer is Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. Birmingham

HARDWARE SPECIALTIES.

If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

THE COLLINS MFG. CO. - TORONTO

IRON.

IRON and STEEL

OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

MOOSE JAW

Whitlock & Marlatt

Distributing and Forwarding Agents

Warehouse on C.P.R. spur track

PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

JAS. BISSET & CO.

MANUFACTURERS' AGENTS

260 St. Paul St., QUEBEC, QUE.

Cars distributed, warehoused and forwarded.

BUSINESS SOLICITED.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

FLOW CASTINGS.

Castings of all Kinds.

Write us for our list of
Flow Castings.

The Hilborn Co., Ayr, Ontario.

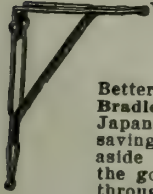
A want ad. in Hardware and Metal will bring replies from all parts of Canada.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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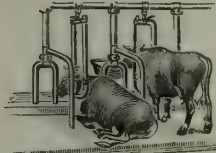


Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the Bradley Steel Bracket. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

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O.N. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear loose.

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TIMBER JACKS.

TREWHELLA BROS.
AUSTRALIAN MONKEY JACKS
for clearing land of TREES, ROOTS and STUMPS



They are simple, powerful, reliable, expeditious. A necessary tool for every farmer.

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AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. Saves all forging 70 % Grinding; 90 % tool steel. Write for Catalog.

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CHICAGO, U. S. A.



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Corbett Roller Bearing Trucks are the only modern trucks on the market.

Used by railroads, steamboats, factories, dry kilns, stores, warehouses, etc.

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Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

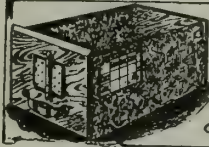
John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

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WE MAKE A SPECIALTY OF
WIRE SPRINGS
for COMPRESSION and EXTENSION
James Steele, Limited, Guelph

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List
CAMERON and CAMPBELL
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The Estate of O. D. COWAN
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CLOTHES WRINGERS—1 to 3 years' guarantee
FLEXIBLE DRAG TOOTH HARROWS

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SMART SALESMEN

by this first class German Painting Brush Firm **WANTED** in all the most important commercial towns in Canada. Applications, accompanied by photo and references, to be addressed to

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RAVENSBURG, WURTEMBERG, GERMANY

When writing advertisers kindly mention having seen the advertisement in this paper



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - **London, Eng.**
GODFREY S. PELTON & SON, Canadian Agents, **MONTREAL**

Sharratt & Newth's Glaziers' Diamonds

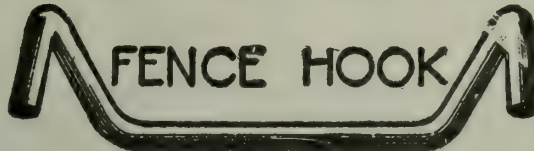
are unequalled for cutting and wearing qualities.



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GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - **London, Ont.**



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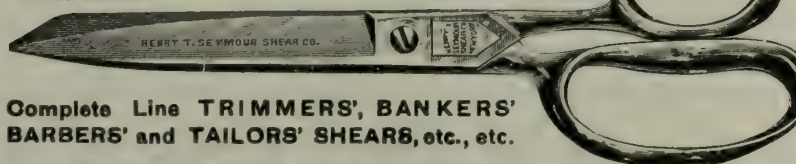
The Standard for nearly a century

"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.



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TRADE MARK

Complete Line **TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.**

HENRY T. SEYMOUR SHEAR COMPANY **WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents**

Latest catalog will be sent in exchange for your business card.

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All orders receive prompt and satisfactory attention.

Write now for FREE copies of Blue Prints for septic tanks.

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Simple!
Durable!
Effective!
Portable!

Will
Extinguish
Any Kind
of Fire!



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Secure
Agency
for your
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There's no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

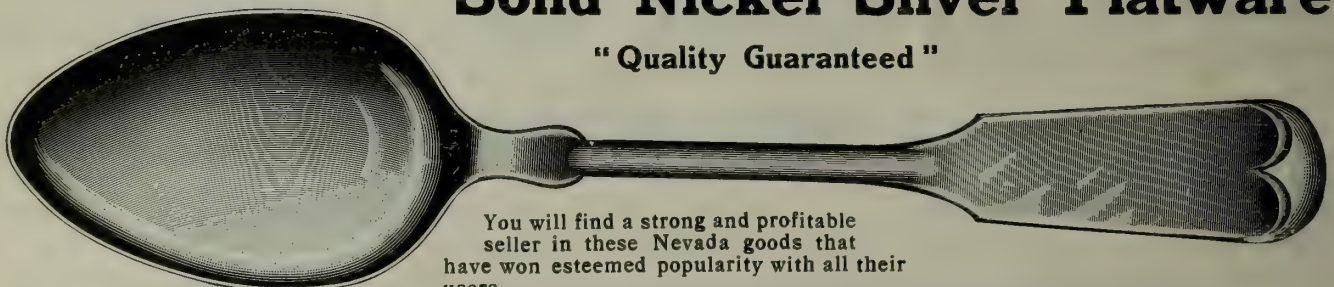
The Valor Company, Limited
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Or, GEO. H. SAYWELL, Saskatoon
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"Quality Guaranteed"



You will find a strong and profitable seller in these Nevada goods that have won esteemed popularity with all their users.

All these goods are stamped McG., C. Co., after the word Nevada, our guarantee of quality and finish.

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make it a winner against all competition Made of Red Cypress (the wood that lasts a lifetime), with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendations of the woman who uses it.

It pays to link up your store with such successes as the CHAMPION.

David Maxwell & Sons, St. Mary's, Ontario



"BANNER" GOLD BLAST LANTERNS

FIRST

IN

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ON ACCOUNT OF THE
EXPERIENCE OF THE
MAKERS.



FIRST

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SALES

ON ACCOUNT OF THE
EXPERIENCE OF THE
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Montreal Branch, 30 St. Dizier St.

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McKinnon Electric-Welded Chain

SWELL
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Our Halter Chain can now
be secured in an electro-
galvanized rust-proof finish.



Send for samples and
prices, which will prove at-
tractive and very profitable.

The Name "McKinnon" Guarantees "Quality Perfect" Chain

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THE MORRIS & BAILEY STEEL CO.

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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250

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Bars, Hoops, Angles, Beams, Channels, etc.

Galvanized and Black Sheets, all grades.

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Antimony, Copper, Tin, Lead, Zinc.

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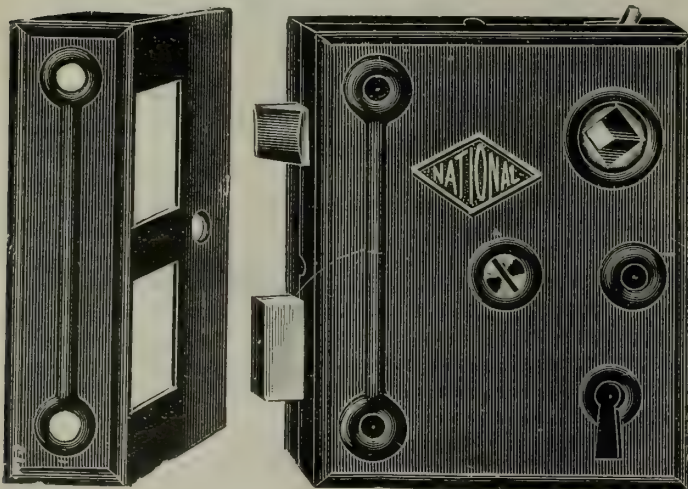
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is Built for Service



The up-to-date builder demands the BEST LOCK. The "National" Brand is the strongest, safest and most durable rim lock made—the highest quality of steel being used in its manufacture.

WRITE FOR PRICES

National Hardware Co., Limited
ORILLIA, ONTARIO, CANADA

Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS



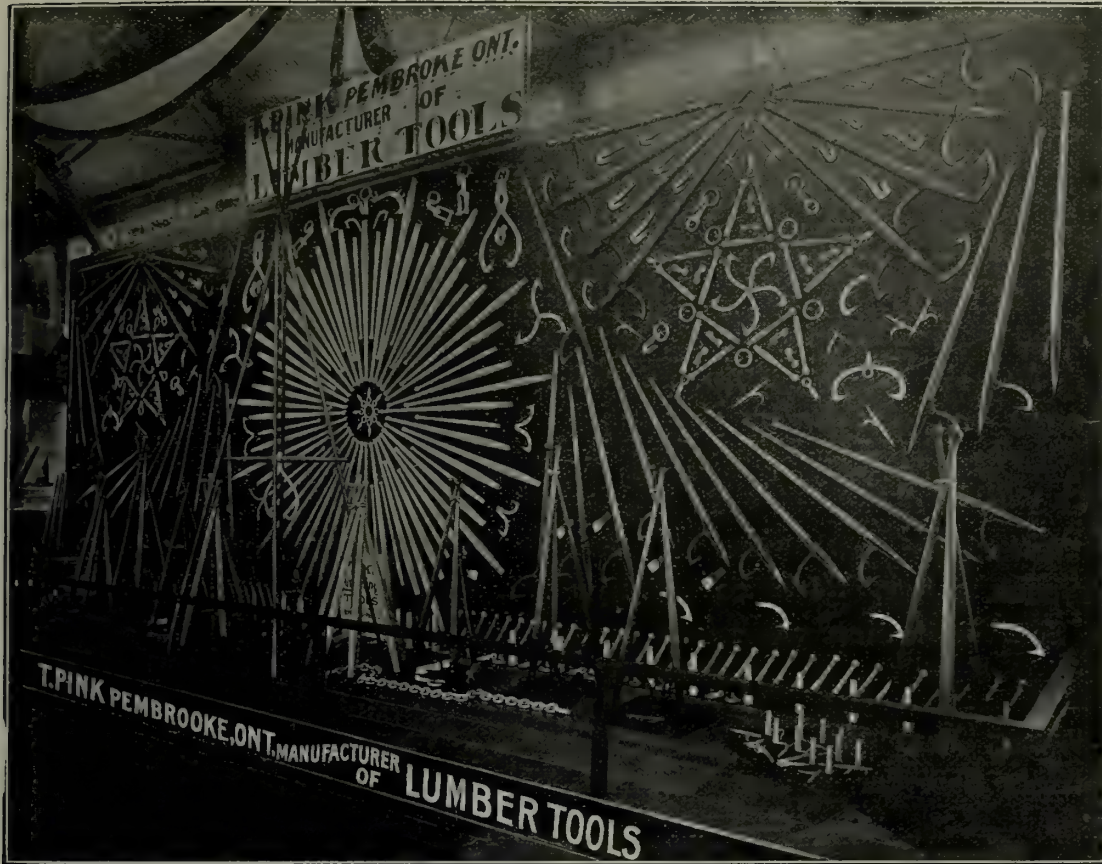
Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

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Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

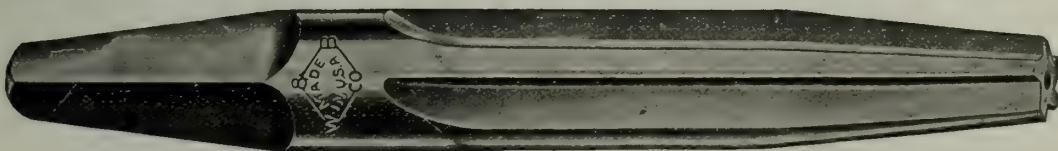
Light and Durable
Send for catalogue
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Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

FIRST IN THE FIELD

The "W. & B." Diamond Trade-Mark Leading with a New Tool

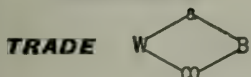


No. 127 RATCHET SHANK BRIDGE REAMER

Designed for use on BOILERS, STRUCTURAL IRON and SHIP BUILDING work where power is not available or the amount of work to be done is not sufficient to warrant rigging air tools.

There has been a constant demand for a tool of this character. We have met the requirement with this new reamer. IT HAS BEEN TESTED under severe working conditions with PRONOUNCED SUCCESS.

Leading jobbers in all large cities will supply, or write us for special circular and particulars.



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Established 1854

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Stocks carried at Winnipeg and Montreal

ONTARIO



Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

No. 190

E. C. ATKINS & CO., Inc.

MAKERS OF STERLING SAWS

Hamilton, Ont.

U.S. Factory, Indianapolis, Ind.



WHEEL BARROWS

for Every Purpose

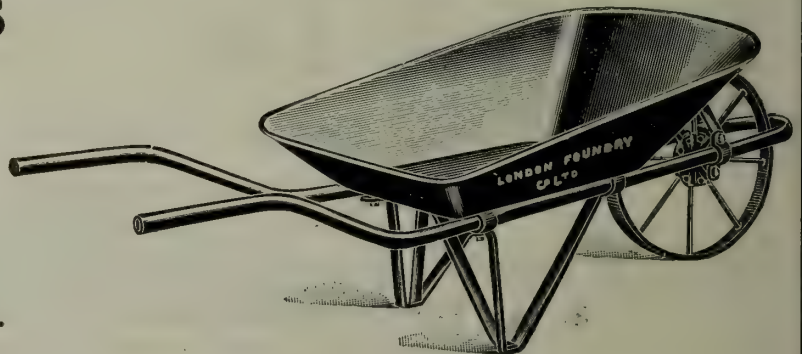
We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

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THE LONDON FOUNDRY CO., LTD.

London - Canada

Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

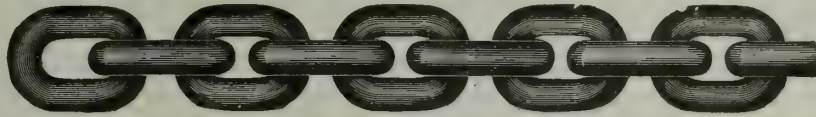


SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Got Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

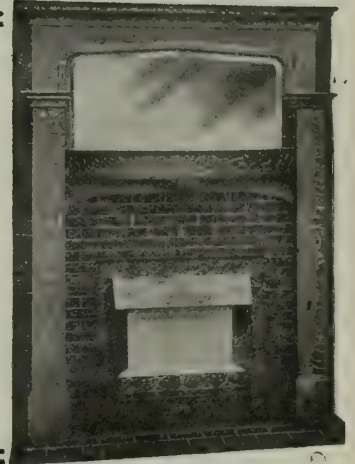
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



Quality & Convenience

are two of the features that interest every housewife and can be easily secured in the

CONNOR WASHERS

They are beyond doubt the best

value in washers that money can buy—their past record proves it.

Mr. Dealer, here is your opportunity to secure a line that is a real trade builder—a line that can be absolutely depended upon to please every customer.

Write for full details regarding our valuable agency proposition, also prices.



The Gem Washer

J. H. CONNOR & SON, LTD., Manufacturers
OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.



Brockville, Ont., Jan. 23rd, 1909
Messrs. J. W. Harris Mfg. Co., Ltd
129 Sanguinet St., Montreal

Dear Sirs:

Enclosed you will find my cheque to cover account for the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. Harrison

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

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The "Ross" Rifle For Big Game

"Ross" Rifles are acknowledged to be the most powerful for big game, and are also the best "all round" Rifle for any sportsman.

Dealers need not hesitate to recommend the "Ross."

Catalogues and discounts on application to

THE ROSS RIFLE CO., Quebec, P.Q.

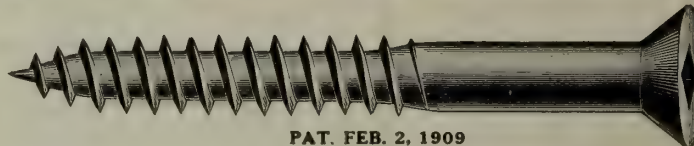


ROBERTSON

SOCKET HEAD

WOOD SCREWS

GET
OUR
PRICES



PAT. FEB. 2, 1909

SEE
THAT
SQUARE
HOLE

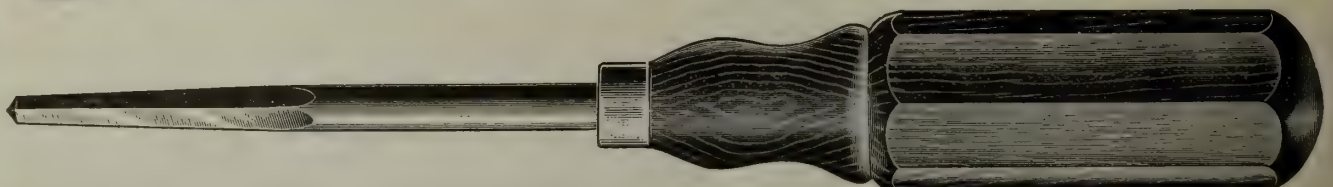


HAND DRIVERS, YANKEE BITS BRACE BITS
RIVETS, BURRS, WASHERS, NAILS, WIRE

SEND FOR CATALOGUE

The P. L. Robertson Manufacturing Co., Limited

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BLACK DIAMOND ROOFING

Will prove to be a profitable addition to your stock.

We employ only expert workmen and the best material, thus assuring a quality that is absolutely uniform—a quality that makes this roofing most satisfactory to handle, as it always pleases your customer with its durability and efficiency.

We manufacture all kinds of wrapping paper. Our proposition will prove of interest to you—write for it.

Alex. McArthur & Co., Ltd.

82 McGill St., Montreal

F. J. COX, Winnipeg

Sole Agent for West

**WELL SEASONED,
WELL BALANCED,
WELL FINISHED.**

These are the points that make our line most popular among players.

Still's Hockey Sticks are made of second growth rock elm and are the most satisfactory line that you can handle.

STILL'S HOCKEY STICKS

"STILL'S SPECIAL" is our highest grade stick—a stick for professional players.

"EMPIRE," inferior only to "Special"

"IMPERIAL," a good all-round stick.

"CHAMPION," the leading boys' stick.

Write us at once for full particulars and prices.

J. H. Still Mfg. Co., Ltd.
St. Thomas, Ontario



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL
MAN USES

FLUXITE

The Paste Flux That

**SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING**

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

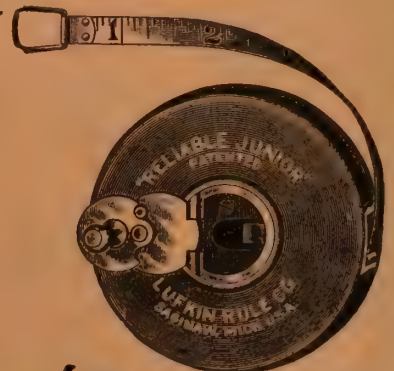
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THE AUTO CONTROLLER CO.,

212 Vienna Road, Bermondsey
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LUFKIN Measuring Tapes

are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.



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WINDSOR, ONT.

TRADE MARK

Est. 1868.

Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve

TRADE MARK

Medals



Awarded

By JURORS at

**International Expositions
Special Prize**

Gold Medal at Atlanta, 1896

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GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910



VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service,
nothing to equal them has
ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

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Nitrate of Lead

Best English Make

5 Cwt. Casks.

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

WHY TAKE CHANCES?

A reputation for good quality brings to your store New Customers and Increased Profits, while goods of inferior quality will drive away both customers and profits.

**Stanley's Steel
BUTTS and HINGES**

are the Standard of High Quality in the Hardware World. Protect your business against the danger of inferior quality by ordering goods which are distinguished by this.



THE GUARANTY OF QUALITY

Stamped on the Goods
Printed on the Labels

THE STANLEY WORKS

NEW BRITAIN CONN. U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE MONTREAL

HARDWARE AND METAL

Published Weekly by

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London, Eng.: 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TOTOONTO, OCTOBER 21, 1911

NO. 42

POCKET **H. BOKER & Co's** KNIVES
IMPROVED
TREE BRAND
TRADE MARK
CUTLERY SCISSORS
RAZORS



Canadian Agents, DORKEN BROS. & CO. MONTREAL

Do You Get

"Queen's Head"



Galvanized Iron

Or one of the so-called "Just as Good" Brands?

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

Monarch Cobbler's Outfit

This outfit contains all tools, etc., necessary for Boot, Shoe and Harness repairing, and is certain to appeal to a large number of people in your community who are anxious to save money by doing their own repairing



It is a strictly first-class set and is guaranteed to give perfect satisfaction.

Besides adding many satisfied customers to your list, it will allow you a large margin of profit.

Write for full information, it will be of value to you.

Taylor-Forbes Co., Ltd., Guelph, Ont.

REPRESENTED BY:—Taylor-Forbes Co., Ltd., 246 Craig St. W., Montreal; H. G. Rogers—53½ Dock Street, St. John, N.B.; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C.; H.F. Moulden & Son—Traveller's Bldg., Winnipeg; Canadian United Mfrs' Agency, London, England.

Big Ben is coming to Canada!



Height 7 inches. Dial 4½ inches.

Rings steadily for 5 minutes, intermittently for 10.

Big Ben, the biggest alarm clock success that's ever been known in the United States is coming to Canada. And we are going to make him like it so well that he'll never want to come back.

We have now completed steps to introduce Big Ben to the Canadian trade on as extensive a scale as we did in the United States.

Beginning with September we will extend our campaign to all the leading Canadian publications and in order to enable Canadian dealers to get the maximum benefit from our advertising, we are packing Big Ben especially for the Canadian trade 6 in a carton with a full set of store selling helps, (Posters, Show Cards, Metal Signs.)

On an order for 12 he comes with a mahogany display stand. On an order for 24 you can have your name printed on dials, get the stand, the posters and a beautiful metal sign, lithographed in five colors.

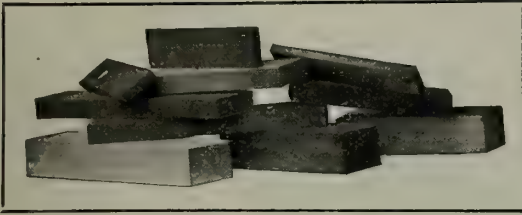
His retail Canadian price has been fixed at \$3.00. You can sell him for more if you want, but you may not sell him for less.

Big Ben and his selling Helps are already carried in stock by 34 Canadian wholesalers. We shall be glad to let you have their names upon request.

*In broken lots, \$2.20 less 5%. In lots of 24, \$2.10 less 5%
Dealers' names printed free on dials in lots of 24.*

Western Clock Co.
La Salle, Illinois

WHEN A MAN COMES BACK TO BUY



Carborundum Sharpening STONES

It is pretty good evidence of their merit. Carborundum Sharpening Stones bring the repeat orders—they bring the consumer back to your store. The users of all edge tools is your market. There is a Carborundum Stone for them all—a stone that is sharper, quicker cutting and more durable than any other stones made or mined.

Let them know you are a Carborundum dealer. Put in a stock NOW. It will move—It will bring the profits. Do you know about our free display case offers—our co-operation-with-the-dealer-plan? Write us.

The Carborundum Company,

Niagara Falls, N.Y.

These Two “YANKEE” TOOLS

are Catching the Mechanics

Same tool as the popular No. 30, but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

**Quick Return
No. 130**



**“YANKEE”
Push Brace No. 75**

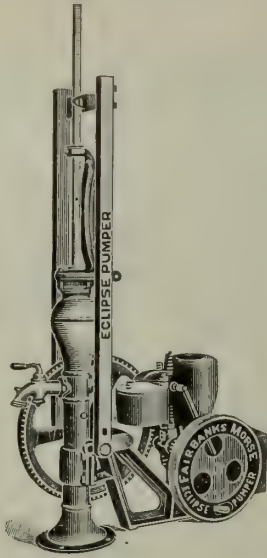
Bores $\frac{3}{8}$ " holes in any kind of wood in half the time of a Bit-Brace and does it easier. Drives and draws screws--- takes all the small tools and works in close quarters where a Bit-Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the “Yankee” Spiral Driver. **These Are the Coming Tools.**

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

More Water for Less Money



Q Would you pump water from a deep well for two cents per hour? That's what the "ECLIPSE PUMPER" does right along. Neither does its usefulness end there. The engine is easily disconnected from the pump and is all ready to turn the cream separator, run your grindstone or grind your feed, etc. The "ECLIPSE PUMPER" is a practical, guaranteed "Fairbanks-Morse Engine."

Every hardware dealer should carry them and a letter to our nearest branch will bring you our catalogs and our special terms to agents.

The Canadian Fairbanks-Morse Co., Ltd.

FAIRBANKS STANDARD SCALES—FAIRBANKS-MORSE GAS ENGINES—SAFES and VAULTS

Montreal, Toronto, Winnipeg, Vancouver, Calgary, Saskatoon, St. John


The S. M. P. Seamless Round Gem Roasters

Made in Pearlware and Black Steel.

SELF-BASTING SELF-BROWNING SATISFACTORY SANITARY

Perfectly smooth and seamless---that's easy to clean.



Fitted with
 *Steamer*
in Pearlware only.



Requires absolutely no attention. Have a look at them.

Size - - - 12 in. x 8 in.

PRICES ON APPLICATION

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

BLACK DIAMOND

Send for our
SPORTING GOODS
CATALOG NO. 46.
You need it NOW.

BLACK DIAMOND

Send for our new
"WANT BOOK"
It is full of interest.



You Be The Judge

Three times as many orders are received daily by mail than were coming to us a short three years ago. This branch of our Order Department is now being run as a separate organization—for

MAIL ORDERS

are Hurry Orders and must have **Special Attention** and **Quick Action**.

The causes which have brought about this **Remarkable Increase** in our receipts of **Letter Orders**, we believe are

1st—PROMPT SHIPMENTS. 2nd—FILLING ORDERS. 3rd—REASONABLE PRICES.

We also attribute much of this Success to the merchants' appreciation of the wide range covered by our stocks of Tools and General Hardware; to the fact that we carry the Latest Improved and Best articles of the various kinds; keeping our lines abreast with the times.

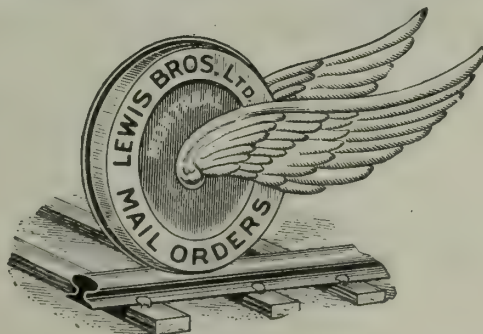
The Hardware Trade knows that we handle many Hardware Specialties like Sewing Machines, Clocks, Oil Heaters, etc., and the **Largest and Most Complete Lines of Sporting Goods and Cutlery to be found in Canada.**

**Send us a
MAIL ORDER**

for

BLACK
DIAMOND

Cross Cut Saws,
Axes,
Food Choppers,
Sewing Machines,
Ice Skates,
Hockey Sticks



**Send us a
MAIL ORDER**

for

Sleds, Snow Shoes, Snow
Shovels, Sleigh Bells, Horse
Blankets, Carriage Heaters,
Carving Sets, Table Cutlery,
Oil Heaters, Carpet Sweepers.

"Best in The Land—BLACK DIAMOND BRAND."

Send us along your orders for a while and judge for yourself whether we fill them with complete satisfaction to you.

LEWIS BROS., LIMITED, MONTREAL
OTTAWA TORONTO VANCOUVER

LETTER ORDERS

RECEIVED—SHIPPED—INVOICED
SAME DAY

TRY US and PROVE IT to
Your Own SATISFACTION

- ¶ Letter Orders are cutting a large figure among the Jobbing Houses in Canada.
- ¶ Our Mail Order Department is up-to-date, and ranks with any in the trade.
- ¶ When in a hurry for goods you cannot do better than to let us take care of your orders.

Our is Stock is Complete
Our Delivery is Prompt
Our Prices are Right

All Inquiries Receive our Prompt and Careful Attention

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND METAL MERCHANTS

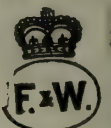


MONTREAL

-

-

CANADA



HARDWARE AND METAL

WHOLESALE DISTRIBUTORS

FOR

Community Silver

Stanley Planes

Neumann Guns

Domes of Silence

INVISIBLE
CASTORS

Boeckh's Brushes



When making out mail orders address them to us for good goods at right prices.

ALL ORDERS GIVEN EVERY CARE

If you are not already a customer of ours you are cordially invited to become one, and enjoy the privilege of selecting your goods from an immense stock, properly assorted, securing quick shipment and reasonable prices.

WE WILL SUPPLY ORDER FORMS AND ENVELOPES IF YOU WILL ONLY ASK FOR THEM.

Gaverhill Searmont & Co

MONTREAL and WINNIPEG

The
Steel Company of Canada
Limited

Soft Basic Open Hearth
STEEL BARS

Excel in Toughness, Softness, Strength,
Ductility and Ease of Welding.

HORSE SHOES

HORSE NAILS

WROUGHT PIPE

MERCHANT, BLACK and GALVANIZED

WOOD SCREWS

MACHINE SCREWS

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods,

WIRE OF ALL KINDS :: FIELD FENCING
PUTTY, SHOT, LEAD PIPE, WHITE LEAD

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.



Thanksgiving Cutlery

Joseph Elliot & Sons

is a line that fits in well for Christmas selling, as well as for Thanksgiving, and shows at a glance its superior quality and finish.

The stores that feature this make have a practical copyright on the better class of trade. We carry sufficient reserve stock to insure immediate shipment.

Send us your order now.

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE

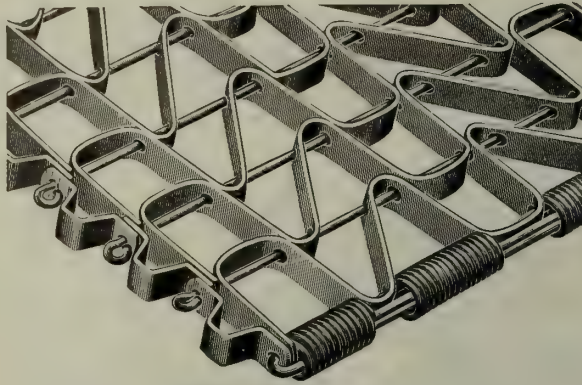
TORONTO

Graham Nails are the Best.

We Ship
Promptly.

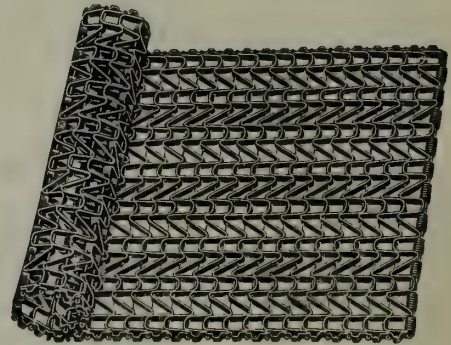
Our Prices
are Right

FLEXIBLE STEEL MATS



DOOR MATS.

No. 1—Size, 16 x 24	No. 5—Size, 30 x 48
" 2— " 18 x 30	" 6— " 36 x 48
" 3— " 22 x 36	" 7— " 36 x 54
" 4— " 26 x 48	" 8— " 36 x 60



ROLLS.

18, 34, 30, 36 in. wide, from 7 ft. to 100 ft. long.

SPECIAL SIZES

cut to fit oddly shaped spaces or cut out to make room for posts or corners.

Built for wear, with Guarded Edges—that do not break down or fray out—Rustless, Flexible, will roll up like a rug.

Send in your orders early—special value.

CANADA STEEL GOODS CO., Limited

HAMILTON

MANUFACTURERS

CANADA

"Colonial" and "Premier" Oil Heaters



Produce Intense Heat Without Smoke or Odor
Just the Thing for the Chilly Fall Evenings

Always ready for use at a moment's notice. Lights as easy as gas and gives quick results. Furnished with ball handle, they are light and portable and can be placed just where the heat is most needed. One gallon of coal oil is all that is required for eight hours' solid comfort.

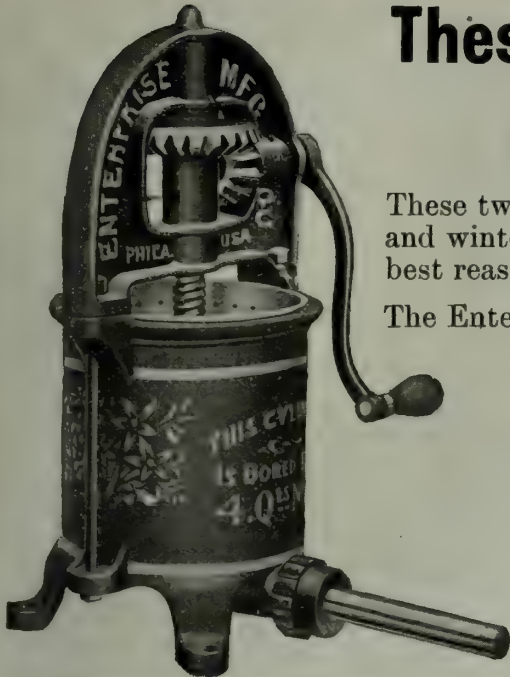
No. 50-J COLONIAL, Japanned Trimmings, Steel Fount
No. 65-J PREMIER, Nickeled Trimmings, Brass Fount

Weight (crated)	-	-	19	lbs.
Height (bail down)	-	-	25	inches
Diameter of base	-	-	17	inches
" " upper drum	-	-	8 1/4	inches
Capacity of fount	-	-	1	gallon

Write for Prices

The Thos. Davidson Mfg. Co., Limited

MONTREAL, TORONTO and WINNIPEG



**Sausage Stuffer
and
Lard Press**

These two big sellers are being extensively advertised

These two machines, Mr. Dealer, will be "best sellers" this fall and winter. There is money in carrying them. And for the very best reasons.

The Enterprise Sausage Stuffer and Lard Press is selling fast because this is a great year for profits from pork products. Hogs on the hoof are relatively low. So farmers will turn their hogs into products—lard and sausage—which will command big prices.

As to the Enterprise Meat and Food Chopper, more housewives are learning every day that it is the best economy aid they can have in the kitchen. The cutting principle and construction are right.

We are advertising these two big sellers in the way to give dealers the biggest volume of sales. The national publications are being used to let possible customers know that the Enterprise *lasts longest and does the work best.*

ENTERPRISE

Consider these advantages of handling Enterprise goods: A score of different specialties under one brand—avoids surplus stock. Parts duplicated at any time—will fit *exactly*. Variation is impossible under our system of manufacture. Every Enterprise article gives you a profit—gives your customer satisfaction.

The big advertising campaign which we are now running in the women's, general and farm publications is giving Enterprise goods another big impetus of sales. Get your share. Follow the line of least resistance. Stock the Enterprise line.

You can easily make new customers for Enterprise Specialties in your locality. Send for our selling helps.

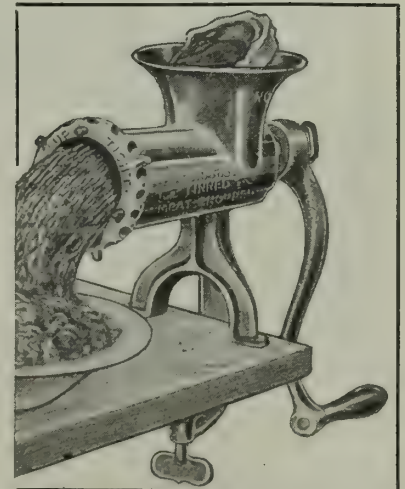
Your advertisement on six beautiful post cards—Free.

We are now issuing a set of six beautifully illuminated views of historic and modern Philadelphia. On the address side is an advertisement of the Enterprise Specialties, and with this we print your own firm name, so that it becomes your advertisement to be sent out to your customers.

Fill out the coupon, and we will supply you promptly.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia.

Meat and Food Chopper



Enterprise Mfg. Co. of Pa.
Philadelphia

Please send me _____ post cards, printed with my advertisement, which I will send out to my customers.

Dealers' Name _____

Address _____

State whether Hardware, Housefurnishing or General Store.



Louis XVI

Kenwood

COMMUNITY SILVER *and* RELIANCE PLATE

Est^d
1809

EVERED

&C^o
LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:

27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of
Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire
Mattresses.

Brass and Copper and Brass Cased
Tubes.

Rolled Brass and Copper.

Switch Gear.

CANADIAN TRAVELLING REPRESENTATIVE:

Geo. H. Saywell

-

Saskatoon

LOCAL REPRESENTATIVES:

H. A. WHITEHEAD, 86 WELLINGTON ST. WEST, TORONTO

THOS. CARLYLE, 177 WATER ST.,

WINNIPEG

ASK OUR SALESMEN TO WAIT UPON YOU.



**Every Man Who Writes a Letter
NEEDS**

A Monarch Typewriter

Business custom demands that business communications shall be typewritten. Pen-written letters are out-of-date and no merchant can afford to be so classed.

The MONARCH typewriter will save you time.

The MONARCH typewriter is easy to operate, is durable---will last a business lifetime.

THE MONARCH TYPEWRITER

is sold for cash or on easy monthly payments.

(A large stock of second-hand typewriters at bargain prices always in stock.)

WRITE FOR DETAILS

The Monarch Typewriter Company, Ltd.,

46 Adelaide Street West,

TORONTO

Branches :—MONTREAL, OTTAWA, LONDON, HAMILTON

—
**Our Brands
of
Shovels
are:—**

LUNDY

PETERBORO'

DEMON
—

LUNDY SHOVELS

will appeal to Jobber and Dealer alike, because of their superiority in quality and finish; their greater smoothness of handle and finish of blade will surely please the customer.

—
We manufacture nothing but a **WELDED SHOVEL** because we are convinced of its superior strength and durability over all other shovels manufactured.

We can promise the *promptest shipments* to any point.

**Look for our Trade Mark
on every handle.**

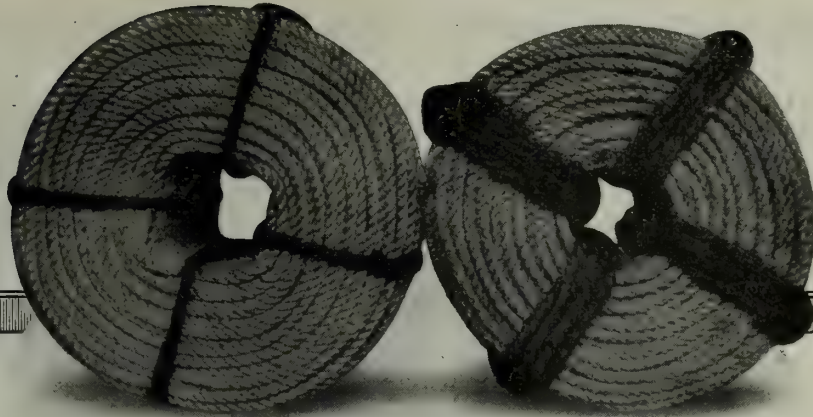
**THE LUNDY SHOVEL AND
TOOL COMPANY, LTD.,**

PETERBOROUGH,

ONTARIO



Write For Catalogue



"A"
PLYMOUTH MANILA

"B"
Rope sold as "MANILA"

Two Kinds of Manila Rope Always Available

One is very cheap rope—so poor in quality that it's expensive at any price; the other is very good rope—so strong and durable that it's always a good investment for your customers.

The difference is shown by this comparison of these two coils of one-half inch diam. rope; bought in an open market; stripped of coverings, photographed, and then tested. The coil marked "A" is—

PLYMOUTH ROPE "The Rope You Can Trust"

"B" is some of the "so-called" Manila rope.

THE COMPARISON SHOWED:	"A"	"B"
Length of rope in coil of 97 lbs.	1250 ft.	1070 ft.
Weight of lashings	1 lb.	3 lbs

THE TEST PROVED:		
Weight per 10 ft. of rope	13¾ oz.	14⅞ oz.
Strength at breaking point	2907 lbs.	1450 lbs.

(Use formula: Actual Strength ÷ Wt. per 10 ft. = Value)

Comparative value ("A" worth 100%)	{ 3477 or 100%	{ 1642 or 47%
--	-------------------	------------------

It is obvious that "A" is worth more than twice the value of a rope like "B". Yet PLYMOUTH costs but a very little more. Can you conscientiously offer your customers a rope like "B" when you can give them so much more for their money? PLYMOUTH makes good friends and customers for you. Ask your jobber about it.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at
TORONTO
ST. JOHN

MONTREAL
WINNIPEG

HALIFAX
VANCOUVER



Here's Where we Excel

For thirty years
we have been
making door
hangers, and
aim to make
just what your
trade wants.



No. 20
Richards Trolley
Barn Door
Hangers

We offer the largest line in the world.
When you buy **Richards Trolley Door Hangers** you give your customers full value---our experience included.

MEMORIZE THIS:

RICHARDS---AURORA---DOOR HANGERS
and send your orders to us.

Richards-Wilcox



MANUFACTURING CO.
AURORA, ILL. U.S.A.



Door Hangers and Hardware Specialties

The Goods That Have Made Good
Because They are Well Made.

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS,
HAMMERS, MINERS ETC



Exhibit at the Ontario Retail Hardware Association Convention

Order at once and avoid the rush.

Factory and Head Office, ST. MARYS, ONT.

Branches, Montreal and Winnipeg.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Our new Catalogue, 1911 edition, fully illustrated, mailed free on
Application to wholesale Hardware Merchants.

"ATLAS" MANILLA FLINT PAPER

A FLINT PAPER MADE IN ENGLAND AND
ESPECIALLY PUT UP FOR THE CANADIAN
TRADE, IN STYLE OF PKGS. & NUMBERS

"ATLAS" MANILLA FLINT PAPER

IS GUARANTEED EQUAL TO ANY FLINT
PAPER MADE. ONLY HIGHEST GRADE OF
FLINT, GLUE AND MANILLA PAPER USED

"ATLAS" MANILLA FLINT PAPER

IS NOW BEING HANDLED BY THE
"PROGRESSIVE" DEALERS, AND USED BY
THOSE NOT IN A "RUT."

"ATLAS" MANILLA FLINT PAPER

CAN BE RECOMMENDED TO YOUR TRADE
AND SHOWS A "REAL PROFIT."

"INSIST ON "ATLAS" BRAND."

Samples and prices from your Jobber

The London Emery Works Co.

LONDON, ENG.

SOLE CANADIAN AGENT

W. FRANK MURPHY

55 ST. FRANCOIS XAVIER ST.
MONTREAL, CAN.



THE "SASKALTA" STEEL RANGE

Shown with
Reservoir and High Warming Closet.

Your fall stove business this year depends entirely on the stove you handle. Is it a first class article? Is it widely advertised? Is it backed by a reliable firm of manufacturers? Do these manufacturers aid you in moving your stock?

These are vital questions, they mean success or failure to you.

The "Saskalta" Steel Range is unequalled in stove production, it is the embodiment of exclusive features. We back it with forty years of experience, and spare no expense in putting it before the public.

FEATURES:

Automatic Lift Top
and Broiler Door.

Division for Half-
fire in Summer.

Patented Direct
Draft Damper.

Cast Iron
Back Linings.

Patented Double
Duplex Grates.

Oven
Stiffener.

Special Air Blast
Linings

Patented Long
Duplex Grates.

Attachable
Reservoir.

Do you know of a better proposition than this?

McClary's

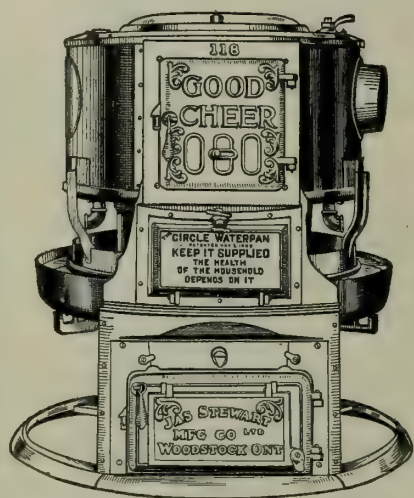
LONDON TORONTO MONTREAL WINNIPEG
VANCOUVER ST. JOHN HAMILTON
CALGARY SASKATOON

You can well believe the good reports of the

“GOOD CHEER”

WARM AIR FURNACE

(The Circle Waterpan Furnace)



For, to tell the truth, the results of the combination of the “Good Cheer” and our now famous Circle Waterpan have far exceeded even our own expectations. We knew that we were on the right road to the accomplishment of a more healthful and comfortable heat, but such a complete revolution in heating methods as has resulted through it was more than we looked for.

In comparison, ordinary furnace heat can only be classed as crude. Humidity is an essential, and the Circle Waterpan alone gives desired results. Beware of humidity claims based on makeshift contrivances. Good Cheer warmth is ideal and people are willing to pay the price for heat of this kind.

There's profit in this class of furnace work.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.

Distributing Agencies:

McLennan, McFeely & Co.,
Vancouver, B.C.

Wood, Vallance Hardware Co.,
Nelson, B.C.

Ross Bros., Limited,
Edmonton, Alta.



KNOWN
THE
WORLD
OVER

1847 ROGERS BROS.  **X S
TRIPLE**

No other Silverware inspires the same confidence, excites equal admiration or sells as readily.

Recognized everywhere as the supreme embodiment of the best design, workmanship and quality.



There are other makes of "Rogers" goods, but only one "1847 Rogers Bros.," the genuine, original and heaviest triple plated table Silverware obtainable; the result of over Sixty-four years' honest effort in producing honest goods. No higher quality can be obtained than our

"Silver Plate that Wears."

The successful merchant appreciates there is an advantage in handling an article of unquestioned merit, well advertised and trade-marked, over one requiring argument, persuasion and valuable time.

Over five hundred publications throughout the country carry our advertisements.

MERIDEN BRITANNIA COMPANY - HAMILTON



There are other ROGERS, and various makes of silverware, which are claimed to be "just as good," but like all imitations they lack the beauty and wearing qualities identified with the original and genuine

"1847 ROGERS BROS."

Sold by LEADING Dealers Everywhere

Do not accept a substitute; the kind of silver that looks well on the show case, but will not stand daily service, is not a good kind to buy, though it may pay the dealer a better profit.

Purchase from Leading Dealers, examine the trade mark, and remember to purchase

"1847 ROGERS BROS."

is to be certain of getting the best obtainable.

MERIDEN BRITANNIA CO., HAMILTON, CANADA

This advertisement is one of a series now appearing in "Toronto Saturday Night," "Montreal Standard" (Illustrated Supplement), "Winnipeg Saturday Post," "Calgary Provincial Standard," and several Canadian Magazines.

Jewel Stoves and Ranges

Royal Jewel Steel Range The Range of Quality.

Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.



STYLE R.F.

We also make a great variety of Cast Iron Ranges and Cooking Stoves, including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. The Grand Jewel Wood Cook Stove is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of Heating Stoves to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.

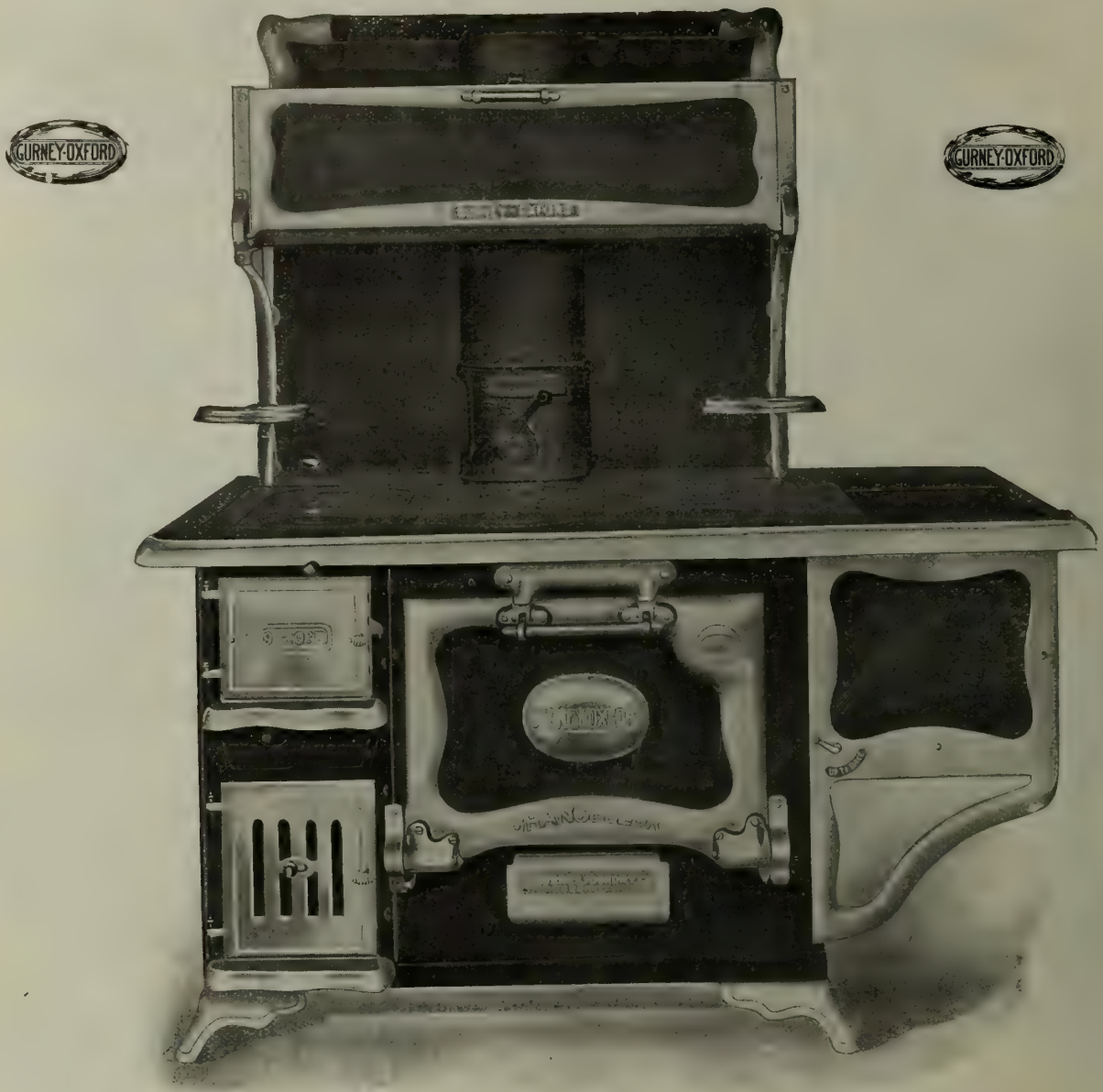


The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto and Winnipeg.

Western Customers please write for information and send orders to our Winnipeg Branch, No. 130 James Avenue.



A STEEL RANGE OF QUALITY.

Made in 14, 16, 18 and 20 inch ovens; with right hand or left hand reservoir; with flat or pin waterfront. All styles are fitted with the marvellous Gurney-Oxford ECONOMIZER.

The line is nationally advertised, and the dealer's helps that go with it are unusual.

This line will stamp your store as a quality depot. Better get our proposition; both our catalogue and book of helps.

The Gurney Foundry Company, Limited
TORONTO

MONTREAL, HAMILTON, WINNIPEG, CALGARY, VANCOUVER

Business is always good with FORD Auger Bits

Here's Why

The FORD is on
the job every
minute—boring
a little faster,
a little easier,
a little
smoother

Always
ahead of
the rest. It
works the same
under every
condition. Never
clogs, never scrapes
and never tears, and
the FORD is on the
job after all others are
worn out. There and
other FORD FACTS
mean money to the man
who uses Auger Bits.

This is why dealers who
push the FORD always enjoy
a brisk Auger Bit Trade.

Want to know more about this
splendid Bit? Write us direct
or ask your Jobber.

Ford Auger Bit Co.
HOLYOKE, MASS.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

Are You Doing Your Duty?

By keeping track of all the new build-
ings being erected in your neighbor-
hood.

By getting **your share** of the con-
struction or equipment contracts.

By finding out if they are properly
heated.

It is your duty to the human race
to use every effort in your power to
have "Pease" Furnaces installed in
all new homes and buildings.

That you should make some money
for yourself by doing your duty is
simply incidental—but fortunate.

Make yourself known to all builders
and property owners--tell them of
your convictions and experience of
"Pease" Furnaces. Show them how
the "Pease" will save them money--
insure good health and happiness--en-
able the kiddies to breathe good fresh
live air.

In fact, every time you are the means
of having a

PEASE FURNACE

installed in home or building you
deserve the blessing of the entire
civilized world and you enrich your-
self financially and mentally.



Economy Furnace--300--Series B.
Cased with Vertical Shaker.

PEASE FOUNDRY COMPANY
LIMITED

Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG

LONDON BAR :: IRON

is a line that never varies in quality.
The consignments you receive from
time to time are the same through
and through—absolutely reliable in
toughness, strength and workability.
Economical and correct methods of
production mean that you get a flaw-
less product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

50 per cent. Saving In Fuel

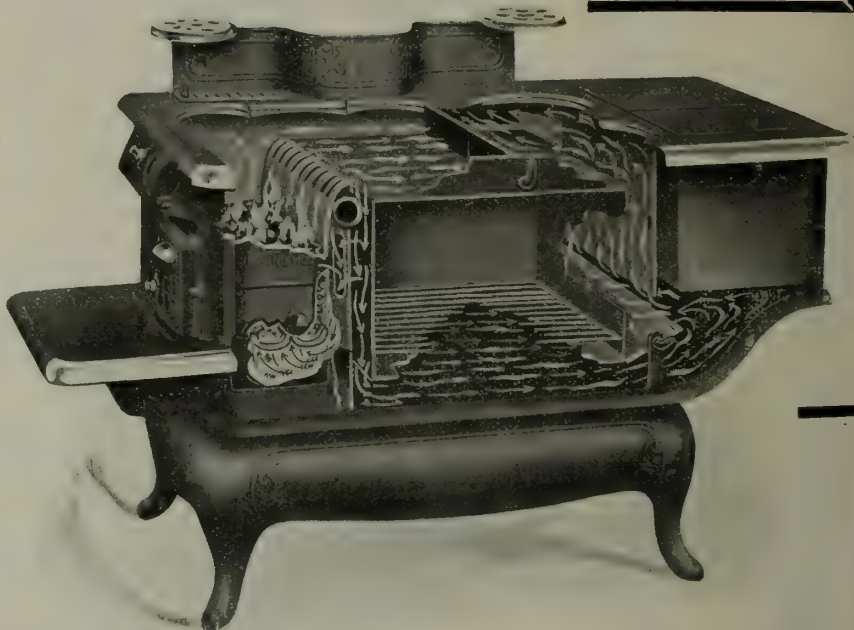
GUARANTEED

Mr. Hardwareman, when you buy from us you receive a written guarantee that this range will save 50 per cent. in fuel costs and give the best satisfaction that is possible.

Besides being an absolutely reliable and efficient range to your customers, it will bring you a large margin of profit and in time will greatly increase your trade.

It is made in steel and cast iron, and its construction is a marvel of simplicity and attractiveness.

Write at once for catalog and prices.



The Supreme Heating Co., Limited
Welland, Ontario

You Take No Chances

WHEN BUYING

**Asbestos Furnace Cement
and Oil Stove Putty**



when it is manufactured by us. We have spent many years in experimenting and testing and guarantee these products to withstand the highest temperature and be practical in application. They are an absolute necessity for every workman who wants to do a good job with little waste.

We manufacture our products on purely scientific principles and have confidence that they will prove satisfactory, and will refund the price if not so.

WRITE US FOR SAMPLES

G. F. STERNE & SONS
BRANTFORD, ONTARIO



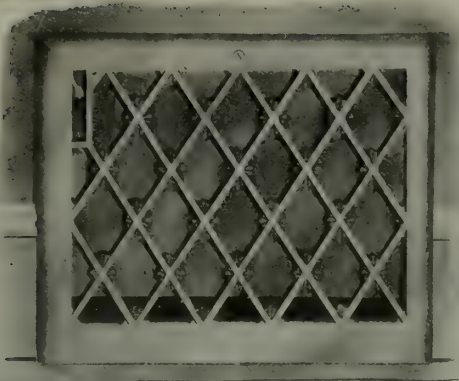
The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited
AYLMER, :: ONTARIO

WESTERN REPRESENTATIVES:

The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY



THE IMPERIAL

Canadian Ferrosteel Company

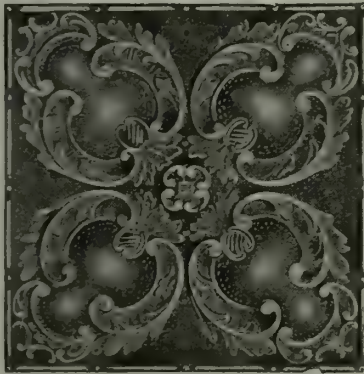
BRIDGEBURG, ONTARIO

**SIDEWALL
REGISTER
SPECIALISTS**

All Designs. All Sizes. All Finishes.



THE MOORISH



METAL CEILINGS and SIDEWALLS

The best made at any price.

Decrease the cost of interior construction.

Increase Fire Protection, Sanitary Conditions and Artistic Effects in any Building, Public or Private, in City or Country.

A large variety of attractive designs to choose from.

Quality and Durability above the average.

SEND MEASUREMENTS FOR ESTIMATE

McFARLANE, DOUGLAS CO., Limited, 250-260 Slater Street
Ottawa, Ont.

This Stove Burns Stove Coal

**Quick in Action and Always
Under PERFECT Control.**

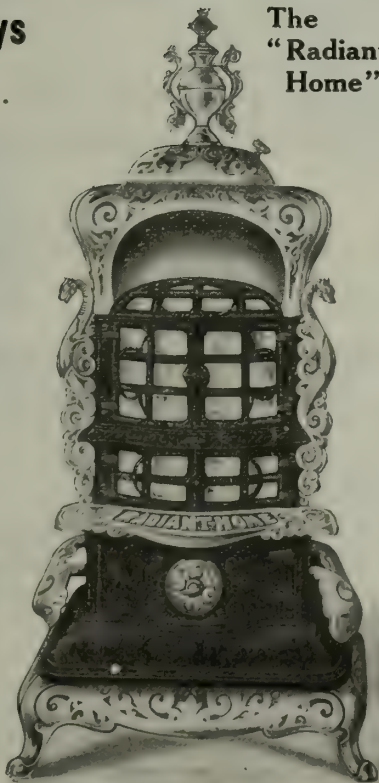
**The Cleanest, Safest and Most
Economical Base Burner.**

"Stove Size" Anthracite is better than "Chestnut" as it is purer coal, containing from 3 to 4 per cent. less slate and impurities. More pounds of real coal to the ton, burns better with less ashes, gives more heat units, holds fire longer and burns slower.

The "RADIANT HOME" is the only Base Burner specially constructed for burning "Stove" coal.

**The LEAST FUEL.
The MOST SATISFACTION.**

The
"Radiant
Home"



**SAMPLE ORDER
SOLICITED**

Constructed at the request of the Anthracite Coal Mining Companies and endorsed and recommended by

The Canadian Retail Coal Association,
The Susquehanna Coal Co.,
Lehigh Valley Coal Co.
Del., Lack, and Western Coal Co.
Phila. and Reading Coal and Iron Co.
Dickson and Eddy.

This style made in two sizes, Nos. 60 and 70, but for Chestnut Coal we still make Nos. 4, 5, 6 and 7.

The William Buck

Brantford Montreal Winnipeg

Stove Co., Limited

Calgary Saskatoon Vancouver



The Hardwareman who is looking for a line on which to build his trade cannot make a mistake by stocking and boosting

Banner Stoves and Ranges

The ART BANNER cannot be excelled for its splendid design and equipment. It is an entirely new range of the loose earth pattern and when quality and price are considered, it is the best ever offered to the trade.

SPECIAL FEATURES

FLUES. Of a depth that insure quick operation.

OVEN. Large, square and well ventilated.

FIRE BOX. Large in size and well-proportioned.

GRATES. Duplex, for coal, of our latest improved design.

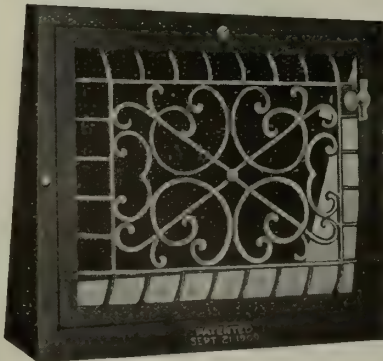
WOOD FIXTURES. This range is provided with a heavy, durable basket wood grate which is unequalled for wood burning requirements and will take 24-inch wood.

NICKEL BANDS. Are all removable and of our most approved form.

Write for full information about this range, because we have the best proposition to offer in the stove line.

The Down Draft Furnace Company Limited

GALT, : : : : : ONTARIO, CANADA



“GOOD CHEER” Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



SPECIAL DESIGNS

of Corbin builders' hardware give an effect of individuality and exclusiveness. The Corbin designers have a large experience in this class of work.

Send for publication K83, which contains illustrations of some work of this kind.

P. & F. CORBIN

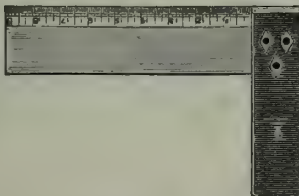
New Britain - Connecticut

P. & F. CORBIN
of New York

P. & F. CORBIN,
Philadelphia

P. & F. CORBIN
of Chicago

"KANGAROO" BRAND TOOLS



MADE

BY

ROBERT SORBY & SONS, LTD.

SHEFFIELD :: ENG.

Always easy to sell, always a worthwhile profit.

All steel tools bearing the mark of the "KANGAROO" can be relied upon for satisfactory service.



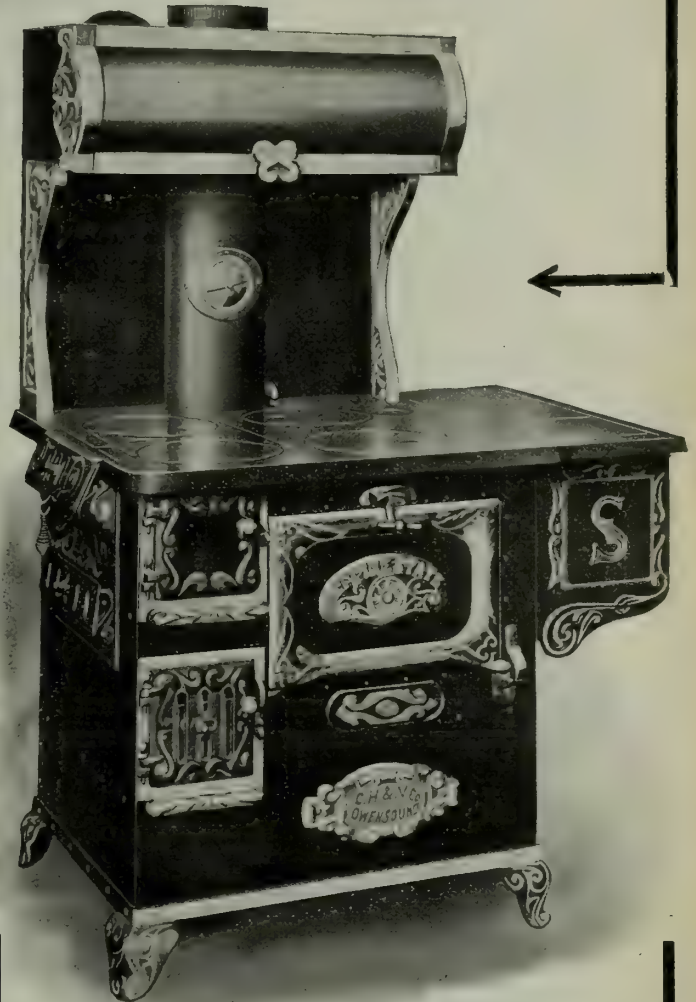
TRADE MARK.

Samples and Prices through
G. H. Saywell, Saskatoon,
(Agent for Saskatoon and District)



TRADE MARK.

The Empire State Steel Range



A Very Attractive Range At a Moderate Price

Made with a 16-in. oven, has four 9-in. Covers. N.P. Oven Door Frame, Name-Plate, Ash Guards and front two Legs. Large Fire-Box for Coal, Duplex Grates. Made in Square, Reservoir and High Closet.

WRITE FOR PRICES AND DISCOUNTS

**The Canadian Heating & Ventilating
Company, Limited**

Owen Sound, Ontario

Or The Canadian Heating and Ventilating Co. Branch :
521 Henry Avenue, Winnipeg, Man,

OLD
RELIABLE
HOUSE



MAKES
THE
VARIETY

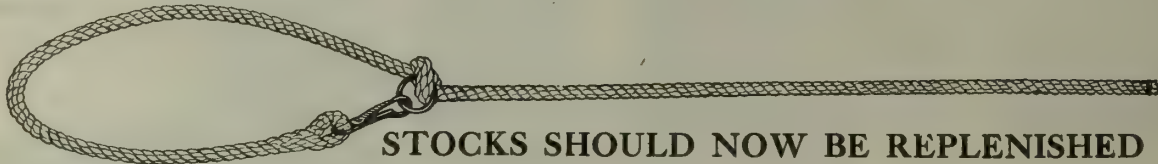
Consumers Cordage Co.,

LIMITED

MONTREAL, QUE.

HALIFAX, N.S.

Manufacturers of everything in Cordage, Twines,
Packings, Yarns and Tarred Goods



STOCKS SHOULD NOW BE REPLENISHED

JUTE

Snap Halters, Packings,
Twines.

RUSSIA

Halyards, Deep Sea Lines,
Packings, Twines.

SISAL

Snap Halters, Clothes Lines,
Baling Cords.

WELL ASSORTED STOCKS CARRIED AT BRANCHES AND AGENCIES:

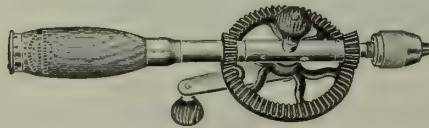
F. H. Andrews & Son
Quebec, Que.

Consumers Cordage Co., Limited
22 Church St., Toronto, Ont.
and St. John, N.B.

Tees & Persse, Limited
Winnipeg, Regina, Calgary,
Edmonton, Moose Jaw, Saskatoon.

MacGowan & Co.
Vancouver, B.C.

Goodell-Pratt's



HAND DRILLS

This is the greatest line of HAND DRILLS on the market, and no dealer's stock is complete without a few of them.

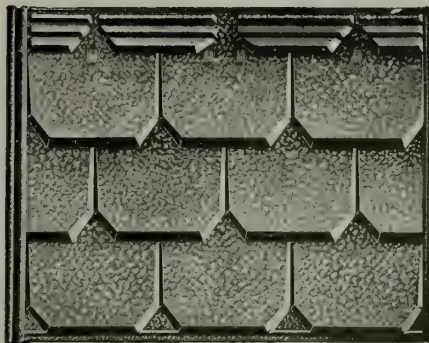
We offer the neatest and snappiest designs; we invite comparison with our workmanship.

Our Drills are RIGHT; they are POPULAR; you should be selling them.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, - MASS., U.S.A.



25 YEARS OF
PROVEN SERVICE-WORTH

"MADE IN CANADA"
SINCE 1885

To-day you sell a roof of

Eastlake Steel Shingles

In twenty years your customer will say: "Old man, that was a good roof you sold me 'way back in '11." And it will be sound for twenty years after that, too. That's the kind of roofing it really pays to handle.

Write us for Catalogue and Price List.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

(44)

Greening's Woven Wire Cloth

IN ALL MESHES, FOR ALL PURPOSES, IN
STEEL, BRASS, COPPER

Re-Galvanized

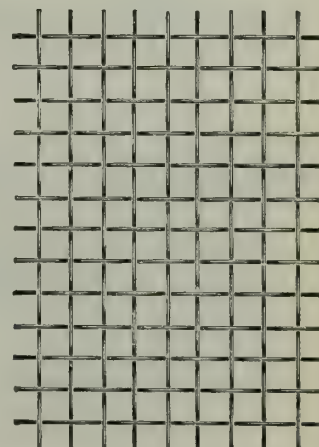
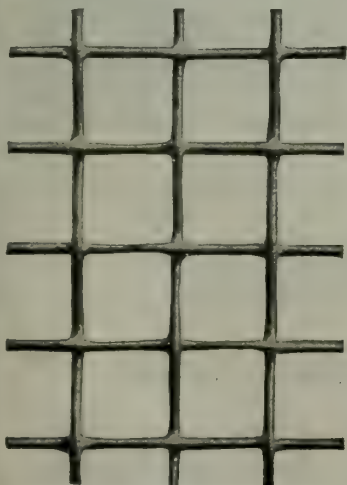
Before placing your order for Wire Cloth, **write us**. Our splendid facilities and enormous output enable us to supply you with high grade products at a reasonable price.

Our handsomely illustrated catalogue is yours for the asking. Write for it at once.

THE B. GREENING WIRE COMPANY LIMITED

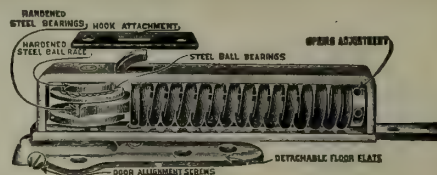
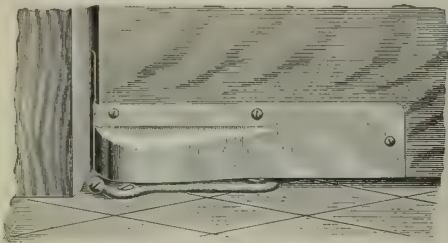
Hamilton, Ontario.

Montreal, Quebec



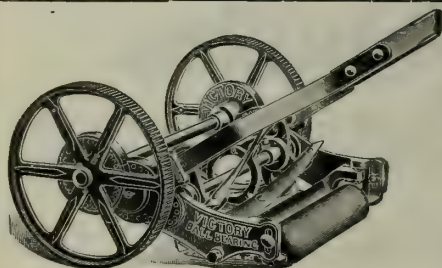
ASK US WHY

If you want to know more about "STANDARD"
DOUBLE ACTING
SPRING FLOOR



HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

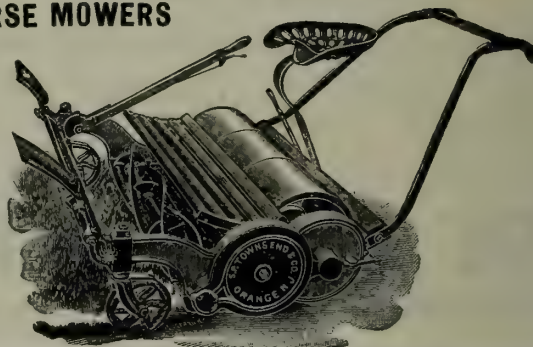


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.

Are You Selling Our "Acorn" Ridging?



This ridging is made from the best grades Galvanized Iron in 10' (ten foot) lengths, on a heavy power press with steel dies. Consequently, every length is absolutely true and straight—and the shape is uniformly correct.

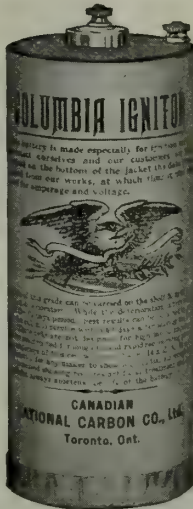
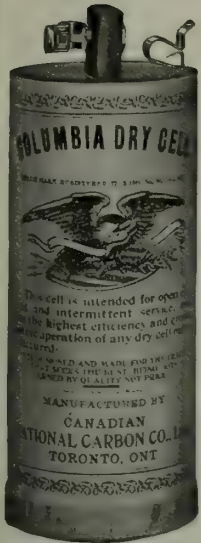
You can sell this ridging to carpenters for their Wood Shingle Jobs; it makes a splendid Hip Cover as well as a Ridge Finish, and requires no wood filler when used over wood shingles. It will cost them no more than the wood ridge generally used, and is SO MUCH BETTER.

Mr. Dealer—You should carry 500 to 1,000 feet of this ridging in stock and Let The Public Know that You Stock It. Try a sample lot and see if you do not make more on your investment than you do on a similar amount invested in other lines.

THE METAL SHINGLE & SIDING CO., LTD.

PRESTON, ONTARIO

MONTREAL, QUEBEC



Canadian Leaders in Dry Cells

COLUMBIA

There can be only one leader in any given line. That leadership must be obtained and recognized on account of superior qualities proven in service.

On this basis Columbia has won the distinction of having the longest life, being the lowest in cost in the end, and giving the maximum of good service.

It is made of tested material, and only skilled men and highly specialized machinery put the ingredients together.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self winding clocks, electrical toys, wireless

telegraph outfits, and numerous other things

Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

When once used these will be always used.

For sale by all electrical dealers.

Address H.M.—11

Canadian National Carbon Co., Ltd. - Toronto, Ont.

NOTE—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.



A Practical Line Which Will
Attract and Hold Business.

Standard Silver Casserole Ware

the Favorite Present
Because of its Usefulness and
Beautiful Appearance.



There is no other line of High-Class Silver Plate wherein the sales have been growing as much as in Standard Casseroles, and the demand for that useful article is still increasing. Try

Standard Silver Casseroles

during the coming months. Let your customers see that you carry them, and you may be sure of a profitable business. The most complete line on the market, at prices that will leave you a handsome profit. Let our representative call and show you his samples and prices to convince you.

Every Article Manufactured and Guaranteed by

Standard Silver Co., Limited

33-41 Hayter Street
TORONTO

The "Perfection" ANKLE SUPPORT

It is made from the best quality of steel and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply cannot go sideways.

Write for circulars and prices



Owing to the practical advantage of this support, it has become extremely popular with every user. It does away with all old-time cumbersome devices and also the fatigue which prevents many from indulging in this healthful pastime. In all, it is a most compatible device for the support of weak ankles.

THE OWEN SOUND STEEL PRESS WORKS

OWEN SOUND

ONT.

Superiority and increased strength of

Cochran Pipe Wrench

Instantly recognized by all practical men.

Longer life, no failures, and less cost for repairs—stand for economy.

Results for which all users are striving.

Cochran Pipe Wrench
Mfg. Co., Chicago

Canadian Branch: 70 George St., Ottawa

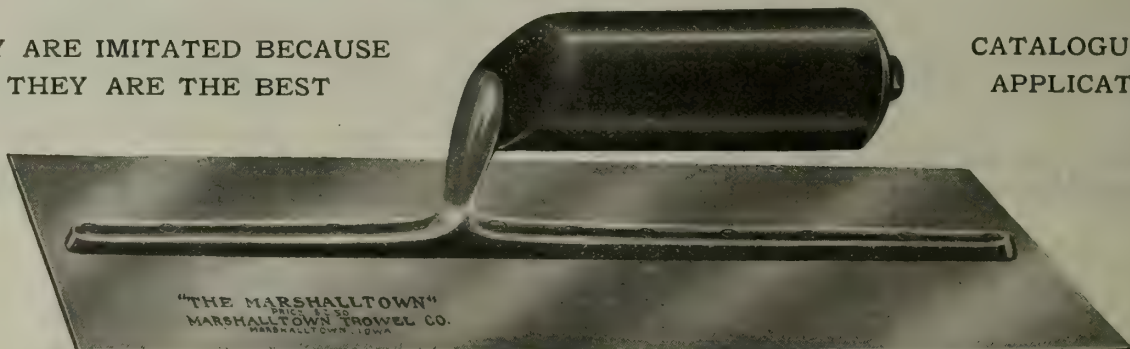


When You Purchase PLASTERING TROWELS

REMEMBER "THE MARSHALLTOWN" IS THE ORIGINAL OF ALL TEN-RIVET LONG MOUNTING TROWELS.

THEY ARE IMITATED BECAUSE THEY ARE THE BEST

CATALOGUE ON APPLICATION



Marshalltown Trowel Co.

MARSHALLTOWN, IOWA

U. S. A.

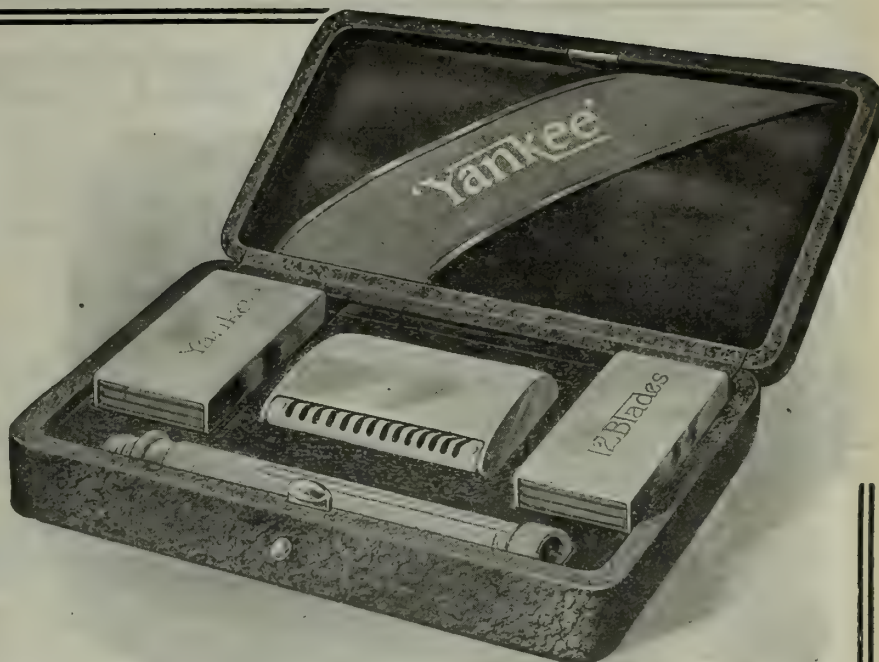
THE YANKEE

(MADE IN ENGLAND)

Safety Razor

is excellently finished and correctly designed and assures the greatest comfort in shaving. It is equal in efficiency to the most expensive safety razor and sells at only \$2.50, at the same time allowing you a good profit on every sale.

The Yankee makes a most practical gift at any time as it is neat and compact and is guaranteed to give high satisfaction.



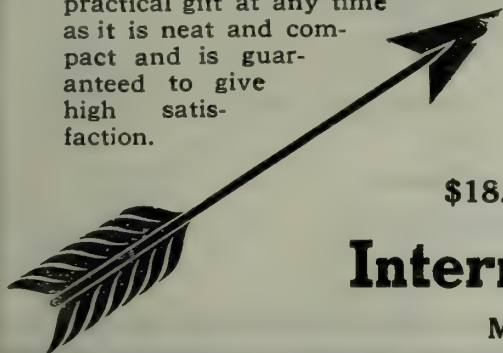
\$18.00 per doz.

Retail at \$2.50

International Distributing Co.

MONTREAL,

CANADA



WE
HAVE A
LINE OF
BATHROOM
FITTINGS

that are unexcelled for quality and service

TORONTO
Gendron
CANADA

Write for catalog and price list—they
are free on request.

The Gendron Mfg Co.
Limited
DUCHESS STREET
TORONTO,
ONT.



"MONARCH" WIRE FENCE



If you have a call for a cheap bush or portable fence we can supply a "Monarch" perfectly adapted to this need.

The "Monarch" is made in 15 sizes, so you can have one suitable for any purpose, even close enough for hogs. Every wire is No. 9 hard steel, and well galvanized.

The "Monarch" has the best Ring Lock in Canada, and cannot slip nor come loose.

It will sell itself if you have it where your customers can see it.

Write us for Catalog and Prices.

The Owen Sound Wire Fence Co.

OWEN SOUND Limited ONTARIO

"A BUSINESS GETTER"

Princess Carts Fit for the Child of a King. Carts on which we use our New Automobile Top, which will clinch a sale for you nine times out of ten, and will do away with the competition which you are no doubt having. Let us ship you a sample order.

IMMEDIATE SHIPMENTS.

GODERICH WHEEL RIGS LTD., GODERICH, CAN.



ARE YOU IN A HURRY ?

Then send us your orders for conductor pipe, elbows, eavetrough, valleys, ridge roll, ventilators, and corrugated iron.

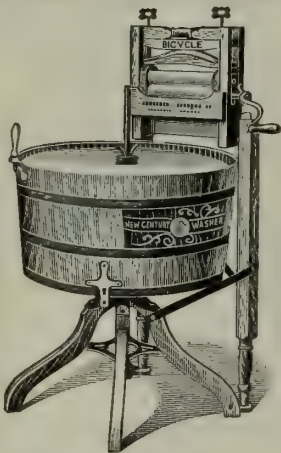
Get our prices for Galvanized Iron Sheets.

WHEELER & BAIN

THE QUICK SHIPPERS

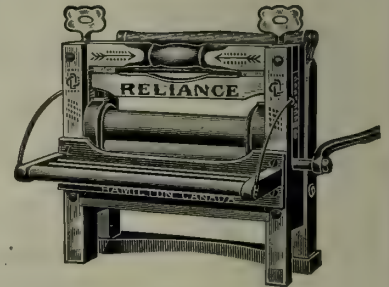
TORONTO

CANADA



The Real Thing in Household Labor-Savers

There has never been a time since Washing Machines and Clothes Wringers have been on the market that **NEW CENTURY WASHERS** and **ARROW BRAND CLOTHES WRINGERS** were not the Most Satisfactory Machines to Sell.



Repeat orders and increasing sales prove it.

Agents: W. L. Haldimand & Son, Montreal, Quebec
H. F. Moulden & Son, Winnipeg, Manitoba

Cummer-Dowswell, Ltd., Hamilton, Ont.



Salem



Kingston



Morrow



Turenne
ONTARIO



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH

"New Designs"

See Our 1911 Supplement

CANADA

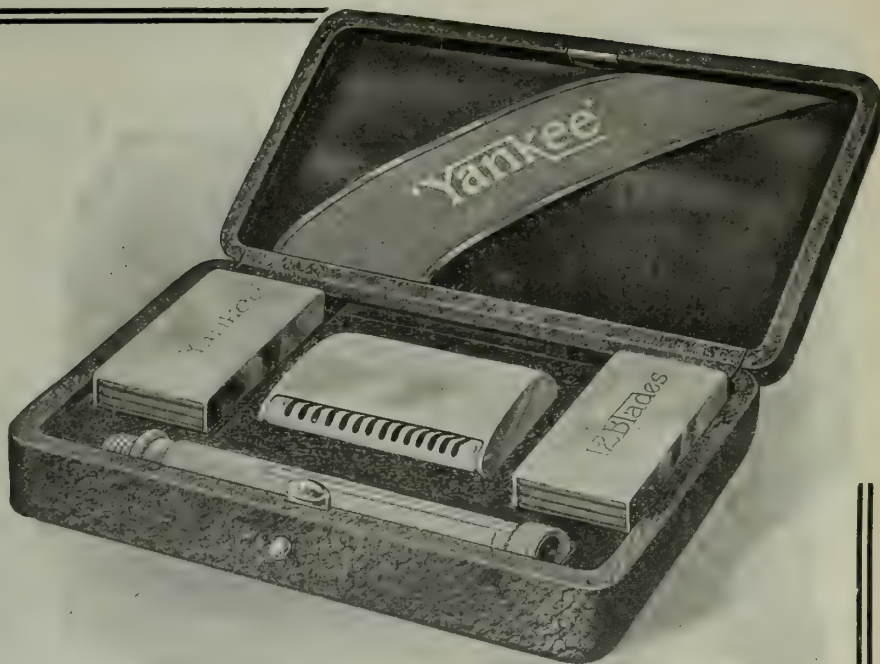
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(MADE IN ENGLAND)

Safety Razor

is excellently finished and correctly designed and assures the greatest comfort in shaving. It is equal in efficiency to the most expensive safety razor and sells at only \$2.50, at the same time allowing you a good profit on every sale.

The Yankee makes a most practical gift at any time as it is neat and compact and is guaranteed to give high satisfaction.



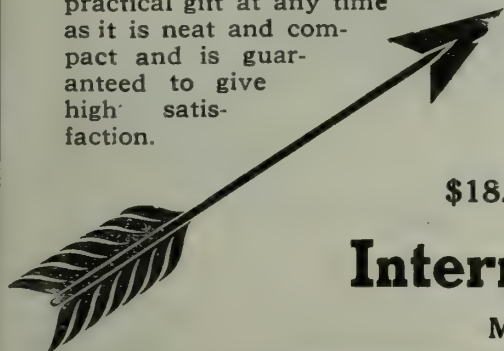
\$18.00 per doz.

Retail at \$2.50

International Distributing Co.

MONTREAL,

CANADA



"MONARCH" WIRE FENCE



If you have a call for a cheap bush or portable fence we can supply a "Monarch" perfectly adapted to this need.

The "Monarch" is made in 15 sizes, so you can have one suitable for any purpose, even close enough for hogs. Every wire is No. 9 hard steel, and well galvanized.

The "Monarch" has the best Ring Lock in Canada, and cannot slip nor come loose.

It will sell itself if you have it where your customers can see it.

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The Owen Sound Wire Fence Co.

OWEN SOUND

Limited

ONTARIO



WE
HAVE A
LINE OF
BATHROOM
FITTINGS

that are unexcelled for quality and service

TORONTO
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CANADA

Write for catalog and price list—they are free on request.

The Gendron Mfg Co.
Limited
DUCHESS STREET
TORONTO,
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"A BUSINESS GETTER"

Princess Carts Fit for the Child of a King. Carts on which we use our New Automobile Top, which will clinch a sale for you nine times out of ten, and will do away with the competition which you are no doubt having. Let us ship you a sample order.

IMMEDIATE SHIPMENTS.

GODERICH WHEEL RIGS LTD., GODERICH, CAN.



ARE YOU IN A HURRY ?

Then send us your orders for conductor pipe, elbows, eavetrough, valleys, ridge roll, ventilators, and corrugated iron.

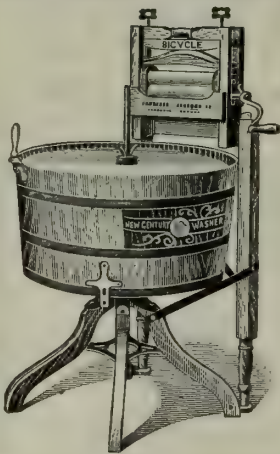
Get our prices for Galvanized Iron Sheets.

WHEELER & BAIN

THE QUICK SHIPPERS

TORONTO

CANADA



The Real Thing in Household Labor-Savers

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Repeat orders and increasing sales prove it.

Agents: W. L. Haldimand & Son, Montreal, Quebec
H. F. Moulden & Son, Winnipeg, Manitoba

Cummer-Dowsell, Ltd., Hamilton, Ont.



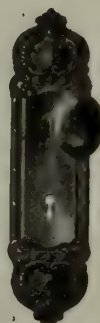
Salem



Kingston



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Turenne



Irwin



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Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH

ONTARIO

"New Designs"

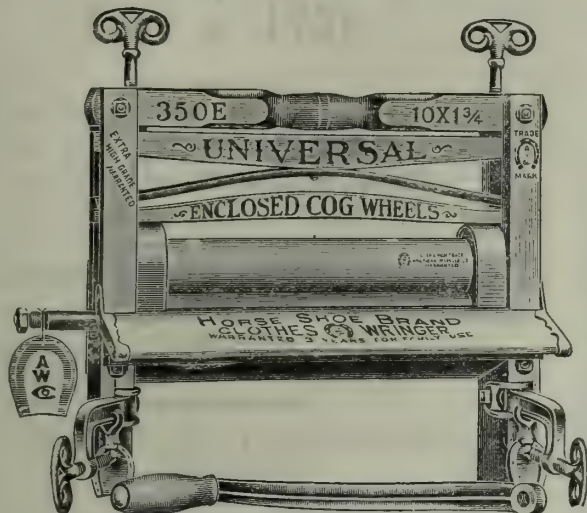
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CANADA

Horse-Shoe Brand Wringers

All Styles and Sizes for
Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

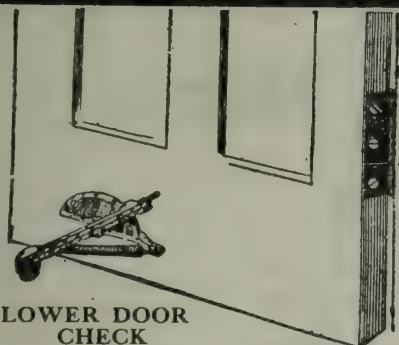
Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1 3/4 in.
No. 351E	No. 381E	11 x 1 3/4 in.

Hardware Merchants are invited to
send for Catalog No. 9.

The American Wringer Co., New York



LOWER DOOR
CHECK

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

is a marvel of simplicity and has a mechanical action that is perfect.

It is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

The door on which this device is used cannot slam, as the oil in the spring cup of the check forms a cushion, which keeps the door under perfect control and allows it to close quietly.

The spring tension is applied by means of the ratchet wheel on top; the checking power is controlled by the thumbscrew at the right.

The bearings are long and the spindle, with crank at lower end, is drop-forged from cold rolled steel.

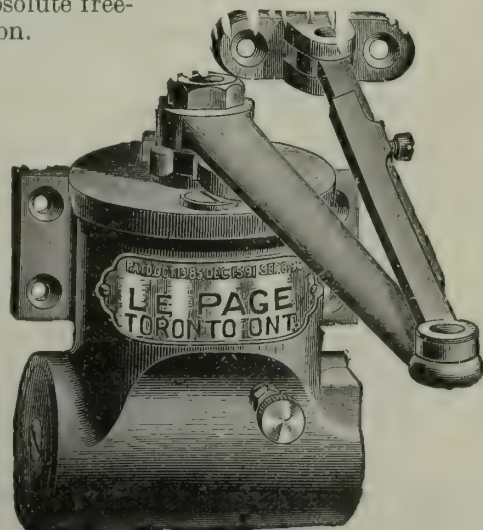
Toronto public schools, Simpson's, Eaton's, etc., use this door check exclusively.

Write for circular and prices.

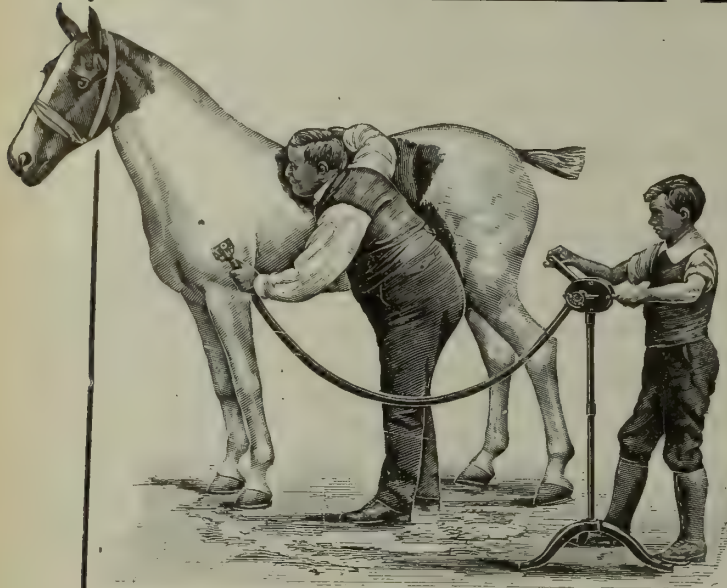
WM. KEATING ☐

266 MACDONALD AVE.

TORONTO



THE BURMAN HORSE CLIPPERS



**THIS IS OUR FORTIETH SEASON
1871 to 1911**

FOR 40 YEARS BURMAN'S CLIPPERS HAVE
STOOD THE TEST AND ARE NOW
ACKNOWLEDGED TO BE THE
BEST OBTAINABLE.

HAND CLIPPERS IN 30 DIFFERENT
PATTERNS.

POWER CLIPPERS OF ALL KINDS.

BURMAN CLIPPERS ARE BRITISH
THROUGHOUT.

SEND FOR CATALOG TO-DAY.

B. & S. H. THOMPSON & CO., Limited, : MONTREAL
SOLE AGENTS FOR CANADA

You Can Add \$20.00 Monthly to Your Income

**IF YOU WILL ACT AS MACLEAN'S SPARE
TIME REPRESENTATIVE IN YOUR TOWN**

No matter what you do now, you can add this snug sum to your income during your spare hours, without interfering with your regular work.

It is both easy and pleasant to earn this big money.

We will tell you who to see, what to say, and how to get the orders. You can easily add from \$5 to \$50 to your monthly income. Hundreds of others are doing it—so can you.

You will act as circulation representative of the fourteen publications of the MacLean Publishing Company. Our papers are well established, and easy to sell.

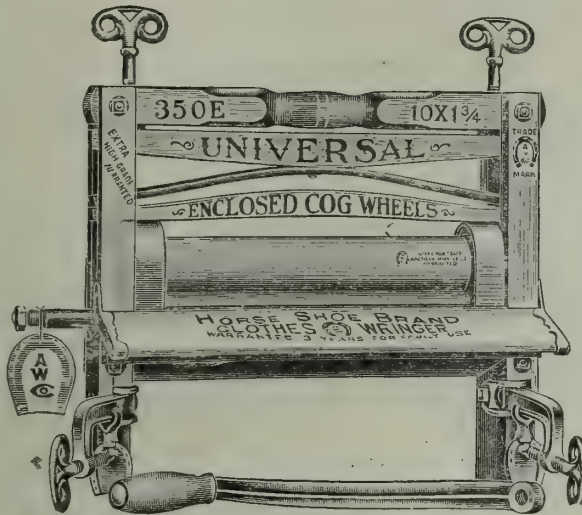
Send for our plan now. Write a letter, or a post card will do. it will bring you, by return mail, complete particulars.

MacLEAN PUBLISHING COMPANY, 143-149 UNIVERSITY AVE.
TORONTO, - - - ONTARIO

Horse-Shoe Brand Wringers

All Styles and Sizes for
Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

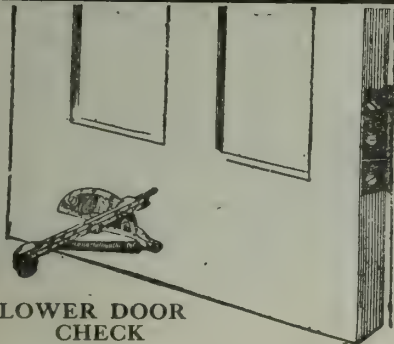
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is a marvel of simplicity and has a mechanical action that is perfect.

It is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

The door on which this device is used cannot slam, as the oil in the spring cup of the check forms a cushion, which keeps the door under perfect control and allows it to close quietly.

The spring tension is applied by means of the ratchet wheel on top; the checking power is controlled by the thumbscrew at the right.

The bearings are long and the spindle, with crank at lower end, is drop-forged from cold rolled steel.

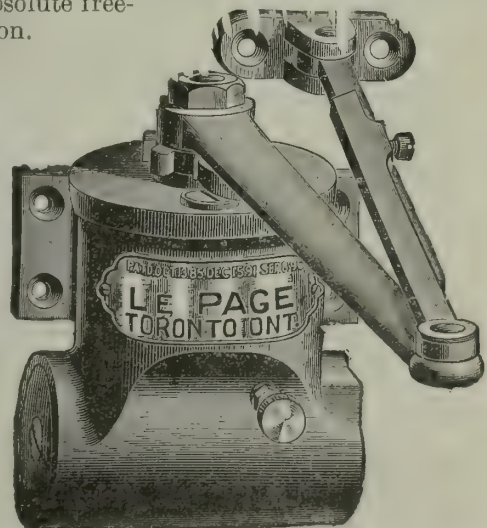
Toronto public schools, Simpson's, Eaton's, etc., use this door check exclusively.

Write for circular and prices.

WM. KEATING

266 MACDONALD AVE.

TORONTO



THE BURMAN HORSE CLIPPERS



**THIS IS OUR FORTIETH SEASON
1871 to 1911**

FOR 40 YEARS BURMAN'S CLIPPERS HAVE
STOOD THE TEST AND ARE NOW
ACKNOWLEDGED TO BE THE
BEST OBTAINABLE.

HAND CLIPPERS IN 30 DIFFERENT
PATTERNS.

POWER CLIPPERS OF ALL KINDS.

BURMAN CLIPPERS ARE BRITISH
THROUGHOUT.

SEND FOR CATALOG TO-DAY.

B. & S. H. THOMPSON & CO., Limited, : MONTREAL

SOLE AGENTS FOR CANADA

You Can Add \$20.00 Monthly to Your Income

**IF YOU WILL ACT AS MACLEAN'S SPARE
TIME REPRESENTATIVE IN YOUR TOWN**

No matter what you do now, you can add this snug sum to your income during your spare hours, without interfering with your regular work.

It is both easy and pleasant to earn this big money.

We will tell you who to see, what to say, and how to get the orders. You can easily add from \$5 to \$50 to your monthly income. Hundreds of others are doing it—so can you.

You will act as circulation representative of the fourteen publications of the MacLean Publishing Company. Our papers are well established, and easy to sell.

Send for our plan now. Write a letter, or a post card will do. It will bring you, by return mail, complete particulars.

MacLEAN PUBLISHING COMPANY, 143-149 UNIVERSITY AVE.
TORONTO, - - ONTARIO

Wholesale Hardwaremen Enjoyed Banquet

Function at Royal Hotel, Hamilton, a Complete Success—Speeches Were Witty and Instructive—Many Guests Royally Entertained—An Auto Trip Hastily Arranged.

In spite of the fact that the dinner given by the Canadian Wholesale Hardware Association, at the Royal Hotel, Hamilton, Thursday night, was the thirteenth in their history, the event passed off with even more than the usual good spirit, and the "hoodoo" that is thought to attend that ill-omened number 13, was successfully overcome.

Two sessions of the association were held during the day—one in the morning, and the other in the afternoon. The strenuous exertions of these sessions did not, however, seem to dampen the ardor of President Alexander and the other members who played the part of hosts at the fine dinner held at night.

ed to his connection with the iron and "steal" industry), J. M. Taylor, who had been under the weather, and did not feel equal to the emergency; S. A.

a patent Colt's automatic, which would be used to enforce a limit of ten minutes on all speeches.

Major J. A. Currie, M.P., proposed this toast, and his spirited talk was well within the time limit. He thought that Canada was assured of at least ten years of industrial peace and prosperity. Hardwaremen were by no means the most unimportant trade, and they should have a large share of the prosperity. He expressed the hope, amid laughter, that the wholesale hardwaremen would reap profits of 35 per cent. next year.

This toast was responded to by C. R. McCullough, who was introduced as the



S. H. Alexander, President.

Bigelow, Boston; A. A. Bittues; J. E. Lemieux, and J. E. Moore and T. J. Fernley, president and secretary-treasurer respectively, of the National Hardware Association. At the last moment, a telegram was received from Wm. Starke, commending to the association, "Brother Bob," who had been delegated as his representative.

Our Country.

In announcing the toast to "Our Country," President Alexander created



Jas. Hardy, Secretary.

no small measure of consternation in the breasts of prospective speakers, by announcing that he had in his pocket,

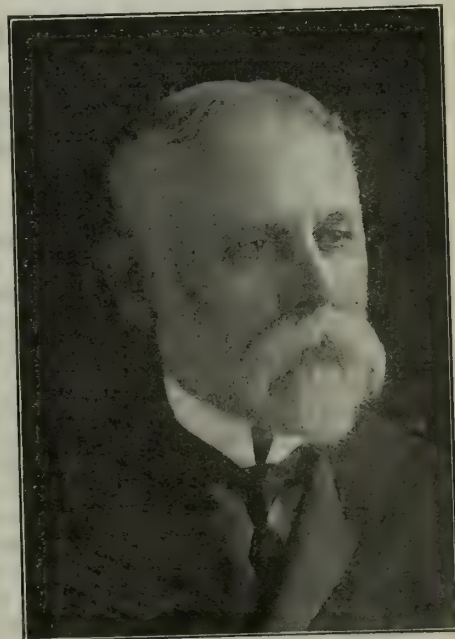


Major Currie, who responded to the toast of "Our Country."

The banquet hall contained a number of tables designed to seat ten persons each, and the guests were acquainted with their locations, by a list posted at the entrance. After the guests had disposed of an array of viands, which bore out the traditions of even the Canadian Wholesale Hardware Association, the speech making part of the program was on.

President S. H. Alexander, when he rose to propose the toast to The King, was greeted with a hearty "He's a Jolly Good Fellow," and the toast loyally drunk.

Some of those invited were compelled to miss the treat, and secretary James Hardy read letters of regret from T. H. Watson, Wm. McMaster, (who refer-



Cyrus A. Birge, a prominent figure at the banquet.

"Father of Canadian Clubs." His address was one of ringing patriotism, the dominant note of which was that sentiment is more solid than steel and iron.

At this juncture, a fine male quartet rendered "Annie Laurie" so pleasingly, that they were compelled to give "Simple Simon," by way of encore.

Our Association.

To F. H. Whitton, was allotted the task of proposing "Our Association." He could not attribute the honor to any other cause than that he had been the last victim to walk the carpet, in the afternoon session. He referred feelingly to privilege accorded him, of at-

tending these private sessions. He was always heartily received, and the nature of his departure, rested with himself.

This toast was responded to by A. Prudhomme, Robt. Starke and T. G. Dexter.

Mr. Prudhomme spoke of the advantage of the association, in enabling the wholesalers to know each other better. He concluded his speech in French, referring to the loyalty of the French-Canadian people to Canada.

At this point, Cyrus A. Birge, proposed a silent toast to four departed members of the trade, all of whom had been revered by every member of the association—the late T. H. Newman, Geo. Vallance, S. O. Greening and H. R. Ives. The toast was drunk in silence.

Robert Starke expressed his pleasure at attending his first convention of the association, and said that he hoped it wouldn't be his last.

Thos. G. Dexter's speech went on record as the briefest of the evening. "I have only one thought in my mind," he said, "and that is that manufacturers and jobbers will always pull together."

A song by George Allan was greatly appreciated, after which George Davis proposed a toast to Wm. Vallance, who is now in Vancouver.

Our Guests.

Several prominent names were connected with the toast "Our Guests," H. L. Frost, president of the Hamilton Board of Trade, being the first to reply. He laid emphasis on team work, which was developed by the association.

J. Steveley and Chas. Britton also spoke to this toast, and Cyrus A. Birge, in being called upon caused great amusement by commencing with: "Members of the Canadian Wholesale Hardware Association, hardware manufacturers and—gentlemen." He was sorry that the president had not arranged to take the members on an auto trip to the Falls, a suggestion which James Hardy instantly took as an invitation, and, after some rapid fire conversation, Mr. Birge accepted the responsibility of organizing the auto trip if the members would remain over.

Chas. Alexander, of Providence, R.I., who has been associated with Mr. Birge for twenty-five years past, was the next speaker. He described his efforts in promoting a wholesale grocers' club in his city. This club had been a great power in the protection of the trade.

After another selection from the quartet, happy speeches were delivered by F. R. Newman, R. McMaster, G. A. Childs, and R. S. Rider.

Sister Associations.

Russell C. Chown, in rising to respond to the toast of "Sister Associations," was enthusiastically received. He urged

the wholesalers to adopt some system of resale prices on nails and other staples. He referred to the inspection of weights and measures, and considered it unfair that retailers should bear the cost of this inspection, especially when the scales and measures were found to be correct. The cost of inspection should be met by the community. Mr. Chown had one grievance against the travelers of wholesale houses who expected to sell from picture books. He recalled the picturesque statement of "Jimmy" Hossack at the Peterboro convention—"You couldn't get one man in a hundred, to marry a girl from a picture."

W. Wrigley also spoke to this toast, referring especially to the parcels post agitation.

A. F. Hatch, chairman of the Hamilton branch of the Canadian Manufacturers' Association, was called upon, and responded by telling some good stories which put the crowd in an uproar.

The Ladies.

This important toast was replied to by Harry Champ who did them ample justice.

Just as the gathering was about to break up, A. F. Hatch proposed a toast to the president, S. H. Alexander, whom he hoped to see chosen for a second term. The toast was honored most enthusiastically and Mr. Alexander was again assured that he was a jolly good fellow. In acknowledging the ovation, the president stated that he was proud to belong to the hardware trade, which had before it such an era of prosperity.

The singing of Auld Lang Syne, brought to a conclusion the most successful, though the thirteenth, annual banquet of the Canadian Wholesale Hardware Association.

Among Those Present.

Among those who were noticed, around the tables, were:

S. H. Alexander, Wood, Vallance & Co., Major J. A. Currie, M.P., Chas. Alexander, Providence, R.I.; Cyrus A. Birge, Steel Co. of Canada; R. C. Chown, President Ontario Retail Hardware and Stove Dealers' Association; C. R. McCullough, "The Father of Canadian Clubs"; H. L. Frost, President Hamilton Board of Trade, at the head table.

At the other tables were noticed the following: W. A. Hood, Geo. Davis, Frothingham & Workman; C. E. Britton, Cowan & Britton, Gananoque; J. P. Steedman, Gurney Scale Co.; C. D. Ten Eyck, Maple Leaf Harvest Tool Co.; A. Prudhomme, Montreal; G. A. Childs, U. S. Steel Products Export Co.; R. S. Rider, Canadian Steel & Wire Co.; W. D. Carrick, Hamilton

Stove & Heater Co.; F. H. Whitton, Steel Co. of Canada; R. S. Kennedy, Kennedy Hardware Co., Toronto; R. H. Merriman, B. Greening Wire Co.; R. Nick, Halimand; J. Steveley, Columbia Handle Co.; G. F. James, R. H. Smith Saw Works; R. McMaster, Steel Co. of Canada; W. H. Champ, Hamilton Bridge Works; C. A. Whitworn, Hobbs Hardware Co.; C. McGhie, Welland Vale Co., St. Catharines; T. H. Watson, Steel Co. of Canada; A. F. Hatch, Canada Steel Goods Co.; F. R. Newman, Canadian Fairbanks Co.; Toronto; A. Jeanotte, L. H. Hebert & Co.; H. P. Hubbard, G. C. Atkins & Co.; G. W. Howland, Graham Nail Co.; W. L. Cumber, Cumber-Dowswell Co.; James G. Lorrimer, Hardware and Metal; A. Letang, Letang Hardware Co.; W. Wrigley, Secretary Ontario Retail Hardware and Stove Dealers' Association; A. E. Gilverson, Rice Lewis & Son; W. Vallance, Jr., Wood, Vallance & Co.; C. E. Harrison Steel Co. of Canada; L. C. Sey, A. W. Taylor, Parmenter & Bullock, Gananoque; W. J. Cunningham, G. Spence; W. H. Hewlett; George Allan; J. R. Murphy, Canadian Shovel & Tool Co.; N. J. Boyd; W. T. Miller; F. Oliver; S. J. Frame, Jenkins & Hardy; J. S. Chadburn, Gillette Safety Razor Co.; G. Clarke, T. G. Dexter, H. S. Howland, Sons & Co.; E. M. Thurber, Nicholson File Co.; H. Clucas, Canada Paint Co.; H. S. Harwood, Jas. Robertson Co.; H. B. Greening, B. Greening Wire Co.; W. C. Springer, Springer Lock Mfg. Co.; H. G. Wright, E. T. Wright & Co.

OFFICERS CHOSEN FOR CANADIAN PLANT.

Announcement is made by the Yale & Towne Manufacturing Co. that the Canadian plant at St. Catharines, Ont., to be operated by the subsidiary company, Canadian Yale & Towne, Limited, is now under construction, and will be ready for occupancy early next year.

The management of the Canadian business will be in charge of A. W. Clark as general manager, and C. J. Caley as general superintendent. Mr. Clark has been connected with the company for many years, having for some time occupied the position of assistant general manager, in the New York offices. Mr. Caley has had a long experience in the builders' hardware business, having been connected with some of the largest firms in the United States. He was superintendent of the Peterboro Lock Co., Peterboro, Ont., for a year, having relinquished that position only a few months ago.

Mr. Clark is about to make a tour of the principal cities in Canada, so as to gain a closer insight into the requirements of the Canadian trade.

Plan for a Record Christmas Trade

Not Too Early to Map Out Campaigns—Buying is Important Feature—Specifications Should be Placed Early—Organize the Sales Staff—Holding Store Conferences.

Perhaps some dealers may think that it is still a little early to talk of Christmas trade. The trees show a good proportion of their foliage, there has as yet been no sign of snow, and even the Thanksgiving season is still in the future.

However, it is really necessary to give attention now to the Christmas trade, if it is to assume the proportions that every progressive hardwareman desires. In this holiday season it is essential to carry out the old adage: "First plan your work, and then work your plan." A carefully thought out plan is just as essential in a big selling campaign as in a military or naval enterprise. All probable contingencies should be provided for, and the whole campaign organized in such a way that the unforeseen difficulties which are likely to arise, may be overcome with the smallest amount of confusion.

Buying Christmas Goods.

Beyond a doubt the buying of goods for the Christmas trade is a vital part of the campaign. The buyer must provide the right kind of goods in the proper quantities. He must have sufficient on hand to satisfy the demand of Christmas shoppers, but he must not overstock, as Christmas novelties should not be carried over in large quantities.

Evidently, then, the buyer will require to do some careful planning for the Christmas campaign, and it is none too early for him to get to work at it. It must be borne in mind that Christmas novelties are a class of goods which the wholesalers themselves stock in limited quantities. It is difficult to accurately gauge the probable demand for each line, and it invariably happens that the supply of the most popular specialties, runs short, almost before the season has fairly commenced. The dealer who sends in his specifications early, will get the cream of the selection, and the sooner the buying part of the campaign is definitely settled, the better it will be for the dealer's assortment of novelties.

Nor should it be considered that the Christmas trade will consist entirely of novelties. There are many articles recognized as staples in the hardware store, which are excellent sellers at Christmas time. Tool sets, cutlery and silverware are typical of this class. They are carried in stock year in and year out, and they sell steadily at all

seasons. Still, with a little extra pushing, they may become almost the best of the Christmas goods.

Judge by Last Year's Sales.

The dealer will have some guide to the probable volume of Christmas trade, by consulting the records of a year ago. Some dealers make it a point to keep an accurate account of just what is sold in each line. Such a record would be invaluable to the buyer in planning his Christmas purchases. By noting the goods which sold well or slowly, he could so regulate his specifications as to increase the trade in the popular goods, and simply stock enough of the slow moving articles to have them on hand when asked for—that is if he does not see possibilities of enlarging the sales, in this line, by more progressive selling methods.

Last year's records, then, will furnish a fairly accurate criterion for this year's purchases. But expansion should be provided for. The past few years have seen an increasing percentage of Christmas buying directed towards the hardware store. It is almost sure that this season's business will far outstrip that of any previous year. It is bound to do so, if the hardwareman lays his plans wisely, and sees that they are executed. So the Christmas buying should be planned to accommodate a larger demand than before, and orders should be placed as early as possible.

Hunting for Novelties.

New goods and new presentation ideas are the rule in Christmas trade, and the articles which attracted attention by reason of their novelty last year might be considered back numbers this season. It will be necessary to watch closely the developments in novelty lines, so as to be sure to have a stock of the lines which are meeting popular favor for their newness. In this connection it will pay to read the advertising pages of Hardware and Metal, most attentively. From now until Christmas, advertisers will devote their space very largely to new lines suitable for holiday trade.

Organize the Selling Staff.

Buyer and salesman will have to work hand in hand in promoting a record volume of Christmas business. The buyer must stock up with those goods which the sales staff can dispose of, and the salesmen, on their part, must make up

their minds to sell what the purchasing department has provided.

Nearly all stores increase their sales staffs during the Christmas rush. The heavy business done then puts a great strain on the salesmen, and more clerks are needed to look after the larger number of customers. Sometimes, the dealer finds it impossible to secure competent help for this purpose. In such a case, and, indeed, in any case, the store staff must be organized so as to secure the greatest possible efficiency from each clerk. Apportion the duties of the salesmen so that each will have his special work to perform, and will learn to do it expeditiously. See that all unnecessary motions are eliminated so far as possible, and it will be surprising how much extra work can be handled by the regular staff, with comparative ease.

Advertising is Important.

The hardware store has not yet become such a recognized market place for holiday goods that Christmas shoppers will go there of their own accord without special invitation. The Christmas advertising must be very thoughtfully planned, for this is one of the most powerful influences in developing Christmas trade.

Christmas advertising for the hardwareman should consist of snappy newspaper announcements, inviting show windows, and attractive interior displays. These subjects will all be considered separately, in succeeding issues of Hardware and Metal. The object of mentioning them now, is to impress upon the dealer the advisability of planning this side of the campaign, well in advance. Decide now upon the amount of newspaper space to be used, and upon the general layout of the advertisements. Plan, at once, how the windows shall be decorated, and how often the display shall be changed. Make up your mind without delay, as to changes in the interior arrangement of the store which will facilitate Christmas shopping. Where will you place tables containing special Christmas goods? What staples can you afford to move to the background to give special prominence to articles intended for the holiday season? These questions should be threshed out without delay.

From now on the newspaper advertising should emphasize the store's facilities for Christmas buying, so that the

Continued on Page 45.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain, 8s 6d; elsewhere 12s

PUBLISHED EVERY SATURDAY.

ROBBING PETER TO PAY PAUL.

"East is east, and west is west," wrote Mr. Kipling, "and never the twain shall meet." The famous author of the famous "Lady of the Snows" qualified this statement somewhat in a subsequent line; but that qualification did not refer to transportation. Yet the east and the west are now meeting in Canada—and the meeting is fraught with some unpleasant results.

Fall is the season of fulfilment in the Prairie Provinces. The grain is then cut, threshed, and ready to be marketed. Ships are needed for carrying. So also are cars. Cars—here enters the bone of contention. Cars are needed in the west. Cars also are needed in the east. There apparently not being enough cars to go around, one extreme must suffer. It is not an occasion for the Alphonse-Gaston tableau. Both ends insist upon being first.

But in the west is the railway's great revenue at this season, so the C. P. R. has been rushing cars to Port Arthur and other points; and the G. T. R. has been hurrying its cars to Midland. At these places the empties await the arrival of the grain.

Meanwhile eastern manufacturers are finding difficulty in securing transportation facilities. Cement men report a shortage of something like 2,000 cars since July. Stove manufacturers, too, speak of trouble they have had with their freight.

Of course, the east is interested in the west, but it is also somewhat interested in itself. So easterners regard the present situation as a robbing of Peter to pay Paul. Naturally, being Peters, they don't enjoy the proceedings.

JUSTIFIABLE DISCRIMINATION.

It has often been said that one man's money is as good as another's, and cases have been taken to court because this was not recognized. But no one will claim that one man's promise is as good as another's hard cash.

The manager of a stove concern, therefore, can hardly be censured for his decision to give the preference to those customers who pay promptly. He sees their money. He only longs for the money of the dilatory purchaser. It may be that the pleasures of anticipation are greater than those of realization, but it would take a great orator to convince a manager of this.

The man who pays cash, or who at least pays upon request, is entitled to the best treatment a supply house can give him. If the stock is not large enough to fill all

orders promptly, certainly those of the good customer should be filled first. That is discrimination, but justifiable and proper discrimination. It is hard on the man who takes the long credit. It puts him at a disadvantage. Yes. But he puts himself there. He had better come to realize the value of cash payment. Then he will have no cause to complain that all men are not treated alike.

SECOND-HAND STOVES.

A number of interesting contributions on the subject of the handling of second-hand stoves are given in this issue. The subject is one of particular interest for stove dealers, as purchasers of new stoves insist in a great many cases that the old one must be taken in part payment.

The consensus of opinion seems to be that this practice can be turned to the advantage of the dealer but that the latter has to show a considerable amount of shrewdness and business acumen if he expects to make a profit. As one of our correspondents very aptly remarked, a deal over an old stove has all the elements of a "hoss trade;" you have to watch out or you will be "done."

Dealing in old stoves calls for a rare degree of judgment. As the chance of a total loss is always there, the dealer has to be in a position to size up the article, estimate what will be needed to put it in good repair and determine the price at which it will be possible to sell it. He cannot afford to allow more than the stove will ultimately bring in; on the contrary, he requires to put himself on the safe side and allow for a certain amount of profit. Any dealer who lacks the experience to deal with each proposition in that light, should steer clear of the second-hand stove business.

However, when properly handled, business of this kind will prove highly lucrative. Some dealers declare that they find it more profitable than the sale of new stoves, but this is probably true in a very few cases only. A good point to bear in mind is that, when a second-hand stove is sold, the matter should be represented in its proper light to the customer. The purchaser should understand that he is buying a second-hand article which can be guaranteed only for a certain time, if at all. When the matter is presented in that way, the customer will very frequently decide to take a new stove after all. It also precludes the possibility of any trouble arising out of a misapprehension as to the nature of the article.

MANUFACTURERS AND PARCELS POST.

At the recent convention of the Manufacturers' Association in Toronto, the question of Parcels Post was tentatively touched upon. One of the members introduced the topic, urging strongly that the post office department should inaugurate a system here based on the systems in use in European countries. It is gratifying to note that several others took up the cudgels and pointed out some of the many reasons why Parcels Post would not do for Canada. The reasons are so well known to our readers that there is no call to recapitulate them here.

The manufacturer is vitally interested in this matter. He depends to a great extent on the local dealer to supply the market for his output. It follows then that anything calculated to injure the merchant—and there is no doubt that Parcels Post would work incalculable injury to local dealers—is bound in the end to injure him.

Sponsors of the measure contend that a public question of this kind must be judged from the standpoint of

the greatest good for the greatest number. It is not the storekeeper alone who would suffer if this measure were enacted. The effects would be felt by all. Anything tending to centralize trade in the hands of large corporations is bound to have pernicious influences, from which everyone will suffer.

WATCH PRICE CHANGES.

Several weeks ago, Hardware and Metal predicted an advance in white lead. The advance came at the latter end of last week. Conditions had been such that it was inevitable.

A few days after the increase had been put into effect, a certain hardwareman took occasion to thank this paper for having saved him a neat little sum. "I had been putting off stocking in white lead," he explained. "A couple of weeks ago, I noticed the statement in your market reports that an advance was impending and it occurred to me that I had better get a hustle on. Even at that, I put it off from day to day and finally got the order in just a day before the advance was made. After this, I am going to watch your reports closely."

Undoubtedly, every hardware dealer should keep closely in touch with the market situation. In some commodities, at least, there are constant fluctuations in price and dealers can gain or lose quite a little in the course of the year by benefiting or suffering from price changes. The market reports in Hardware and Metal are accurately compiled and can be depended upon to give reliable information on the score of price happenings, present and future. Give them your regular attention.

THE METAL SITUATION.

The most satisfactory feature of the metal market this year has been the fact that a good average of prosperity has been maintained, in spite of the openly ominous conditions on the other side of the line. There have been times during the present year when things have looked a little dark but these spells have been of short duration. There is reason to believe that they have been caused by the bad state of trade in the United States, as there have been no trade troubles in this country to bring about commercial depression.

In past years the effect of bad times in the United States has been felt almost simultaneously here. Depression there has meant apathy and lack of confidence here. The record set this year would seem to point, however, to our having escaped from this condition of commercial tutelage. The bad times across the line have only exercised a temporary influence on trade conditions here.

IMPROVE THE FALL DEMAND.

Although the demand for paint this fall has been satisfactory, the volume of business done has not been as large as the favorable conditions would have warranted. The fall is a splendid time for outside painting, climatic conditions being such that the very best results can be secured. The fact remains, however, that fall business does not come up to what might be anticipated in view of the favorable circumstances. The present fall has been, perhaps, one of the best on record, but plenty of room is left for improvement in seasons to come.

Manufacturers say that the public has got into the habit of doing most painting work in the spring and of deferring operations until that time and that it will be hard to convince people that the fall is an equally good

time for the purpose. When the lesson has been driven home, there should be a noticeable increase in fall demand.

It is quite apparent that an educational campaign will have to be waged before the public generally get the fall painting habit. The retail dealer can make himself a strong factor in this campaign. It lies in his power to spread information as to the merits of painting in the fall of the year, and by aggressive salesmanship he can materially improve the demand at that season.

POINTED EDITORIALS.

Just sixty-nine days until Christmas. Can't leave your arrangements for the holiday trade off much longer, Mr. Dealer.

* * *

The manufacturer should be chary about supporting Parcels Post. Anything that hurts the dealer will, in time, hurt the manufacturer.

* * *

Dealers who did not heed Hardware and Metal's advice, that white lead was going up, are now sorry that they did not get their orders placed in time.

* * *

Unless the promoters of paper-bag cookery get busy soon, the Christmas turkey in the Canadian home will be roasted this year in the old-fashioned way after all.

* * *

Caution must be exercised in buying second-hand stoves. A case came to our notice this week where a dealer allowed eight dollars on an old stove and finally had to sell it for old iron.

* * *

A contributor submits the following paraphrase as a good motto for the hardware dealer during the stove period: "Count that day lost whose low descending sun sees not a dozen stoves sold and paying business done."

* * *

The dealer who does not get his stock in early is very likely to "slip up" on the skate trade. Ice and snow will soon be here. In fact, Old Probs may spring a surprise party on us in the way of a real cold snap at any time now.

* * *

If a farmer needs a stove, he is very likely to fall a victim to that latest of infectious diseases mailorderitis. There is only one real preventative known. Dr. Local Dealer must render his district immune before the epidemic starts.

* * *

On Thursday night, occurred the annual banquet of the Canadian Wholesale Hardware Association, and readers will find a full report of the banquet on another page. This prompt service is in keeping with our policy of sparing no trouble or expense to give the trade the very latest news of interest in each of our fifty-two issues during the year.

* * *

Burglars, last week, took two hundred dollars from the safe of a Northern Ontario hardwareman, which brings to mind the need for caution in leaving large sums in business premises over night. This view is not shared by one hardwareman, however. "If a burglar can find any money in my safe in the dark," he says, "when I have such difficulty finding anything there in daylight, he is certainly entitled to it for his cleverness."

Object Lessons in Dressing Sporting Windows

T. McAvity & Sons Use Deer's Head, Antlers, and Stuffed Ducks to Give Realistic Touch to Their Window—Mr. W. W. Bennett, of Gananoque, Obtains Seasonable Effect by Trimming With Autumn Leaves—Mr. W. L. Allen, of Cobourg, Displays Clothing Needed by Hunters, as Well as Rifles and Ammunition.

Hunting season is here. Those dyed-in-the-wool sportsmen who have gone out after the ducks ever since they were boys will be off again, and those others who delight to stalk a deer will be making final arrangements for the trip to their favorite camp. They will come to the hardwaremen for their supplies. If they need a new rifle they know exactly what bore they want. They know their favorite shotgun. They ask for one particular make of ammunition. To sell to men such as these is easy. All a dealer has to do is to let them know he carries the lines they are after.

Windows Make Hunters.

No better means of conveying this knowledge—excepting perhaps newspaper advertising—can be secured than the show window. The advertisement, of course, reaches every reader of the paper, while the window only appeals to those who pass. Yet the window is a great salesman. It points an object lesson as a printed advertisement hardly can. Moreover, it interests those who formerly were only half-hearted. The window not only shows the old hunter where he may get his supplies, but also fills those who have not hunted much, with the desire to get away from the city or town for a few days—out after the ducks or the deer.

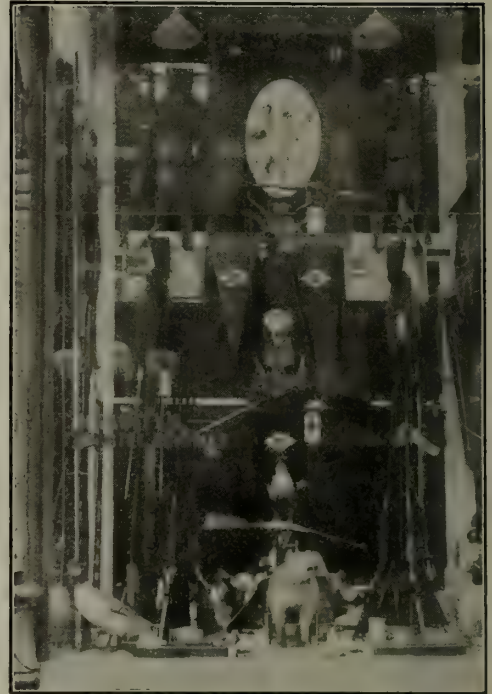
Every hardware dealer who is in a hunting district would do well to devote at least one of his windows to the display of hunting supplies. For the next few weeks nothing could be more effective. That can be taken for granted. What the dealer must ponder is how he may best dress the window to attract the attention of hunters and possible hunters.

Stuffed Animals and Weapons.

The best way, perhaps, to illustrate how effective displays may be arranged is to state simply how some dealers have arranged them.

T. McAvity & Sons, of St. John, New Brunswick, have at the present time a window which is daily attracting the attention of scores of passers-by. They have given the entire space to hunters' supplies, but have not forgotten that it is well to show the animal sought, as well as the weapons with which the hunter seeks. There is a great amount of detail in this window, but it is so arranged that the general effect is well nigh perfect.

At the back are belts filled with cartridges, a big shield, upon which are displayed shells, and pennants advertising certain lines of ammunition. In front are stacked Winchester rifles, grouped about the bottom of which are some



Sporting Goods Window—Display made by T. McAvity & Sons, St. John, N.B.

stuffed ducks. Further back are arranged decoys, while hatchets, skinning knives, steel traps, too, have a place. A fine deer's head, and an equally fine pair of antlers, give the reason for the whole display.

A Beautiful Effect.

Somewhat similar is the window in W. W. Bennett's store, Gananoque. But there autumn leaves have been used to give the seasonable touch to the whole display. The goods, standing out on their white background, seem framed in these bright-colored maple leaves. The effect made is beautiful. It is not only the men and boys who delight in guns and rifles who stand before that window, but women, too, pause to admire it.

Tobin rifles, shot guns, ammunition, hunting knives, all these are artistically arranged on the floor of the show window. Decoys are to be seen. On the walls hang hunting coats, gloves, and some fine mementos of past hunting trips. One feature of this display is the presence of the thermos bottle. Mr. Bennett says he pushes the sale of that article among hunters. They are glad to purchase it so that they can regale their waiting for the ducks with a drink of hot coffee or tea.



A Sporting Goods Window Dressed by F. W. Cody, for the Northern Canada Supply Co., Cobalt, Ont.

Ammunition Sales Pay for Work.

Cobourg, too, is a fine hunting centre, and there W. L. Allen has arranged a window to make the hearts of the sportsmen rejoice. "It is well worth taking trouble with a hunting window," said Mr. Allen, when speaking on the subject. "Why, the sales of ammunition which we make alone pay us for our efforts. Yesterday I sold 1,000 filled shells, and I expect to sell a good many more before the season is over."

As well as rifles, shot guns, ammunition, and decoits, Mr. Allen is showing a line of hunters' wearing apparel. The hunter needs more than cartridges. He needs sweaters to keep him warm, coats to keep out the damp, hot drinks to give him comfort while lying in his hide in the early morning. All these necessities are shown in Mr. Allen's window. And they are bringing results, for Mr. Allen states he has sold many coats and sweaters, and that thermos bottles are being eagerly purchased by men who just a little dread the bitter cold of the early morning.

It is not too late to sell hunting supplies yet. Dealers might well make another effort to dress windows which will appeal to all who delight in waiting for the duck to rise, or who get keen enjoyment from stalking game.

A Cobalt Hunting Window.

Another very interesting sporting goods window, which recently came to the attention of Hardware and Metal, was arranged by F. W. Cody, for the Northern Canada Supply Co., Cobalt.

The floor and background of this window were made up of maple leaves, and the goods on display were hunters' sundries and ammunition. A few show cards were used to good effect.

The central feature of the window was a deer's head, protruding through a thick mass of leaves, as if to drink from a pool of water, in the centre of the window. This water was contained in a pan, and was alive with gold fish.

PLAN FOR A RECORD CHRISTMAS TRADE.

Continued from Page 41.

dealer will be considered in the plans which many people are even now laying for the purchase of Christmas presents. Urge early buying, on account of the superior variety and greater comfort consequent upon getting in before the rush.

Store Conferences Will Help.

As an aid to securing best results in the Christmas campaign, it will be helpful to hold a series of conferences of the store staff, to secure all the ideas that the different employes may have for conducting a record making cam-

paign. Some excellent suggestions are sure to be received, and the scheme will have the further advantage of arousing enthusiasm among the staff and ensuring the heartiest co-operation among its members.

A PROGRESSIVE WINDSOR HARDWARE STORE.

The Windsor Hardware Co., a cut of whose establishment appears on this page, are making rapid strides under the direction of White & Billings, the pro-

which has been cleverly carried out by the engravers and printers. The body of the booklet is given over, mostly to splendid color cuts, representing the various kinds of effects which may be secured by using Stephens' architectural stains. No less than sixteen excellent cuts are used for this purpose.

A HELP FOR PAINT DEALERS.

Something decidedly new, in the line of Dealer Helps, has been evolved by Pinchin, Johnson & Co., to assist their dealers in moving the paint from their



Windsor Hardware Co.'s Store and Part of their Staff.

prietors. Their store is situated in a fine new block, which overlooks the Detroit River, and commands a magnificent view, as well as occupying a strategic business location. The firm carry a full assortment of hardware, paints and varnishes, stoves and enamelware. They also do a large business in heating and sanitary engineering, keeping, at all times, a staff of 25 or more employes. Part of the staff are to be seen in the illustration.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

ARCHITECTURAL STAINS.

A very attractively gotten-up booklet is being sent to the trade by G. F. Stephens & Co., Winnipeg, dealing with "Fine Finishes for Common Woods with Stephens' Architectural Stains." The cover is a representation of birch bark,

shelves. It is in the form of a folder, which is devoted to a brief description of the different "Minerva" products likely to appeal to householders at this season of the year.

When folded, this circular presents, on one side, the motto: "Autumn Greetings," printed in gold, the letters being entwined with a branch of grape vine, the grapes in natural colors. On this side, lines are ruled for the name and address of the prospect to whom it is to be sent. On the other side, is a reproduction of a can of Minerva Paint, showing the label in two colors, with room at the bottom for the dealer's name. The folder is kept closed by means of a sticker bearing the Minerva head.

A tinsmith named Mumford, employed with L. H. Carufel, Strathmore, fell under the steps of a moving train which he had attempted to board. It was stopped after two cars had passed over him, and it was found that he was uninjured.

Twenty Years Ago In the Canadian Hardware Trade

The following items are taken from Hardware and Metal, issue of Oct. 24, 1891:

"D. Cinnamon, Oshawa, finds it necessary to still further enlarge his store by 40 feet in depth, principally on account of his increased trade in stoves, which has been very large the past month. He will hereafter keep a full stock in samples of the best lines. He has sold twenty stoves in the last ten days."

Editor's Note.—D. Cinnamon has for many years been established in Lindsay, Ont., and is one of the most widely known hardwaremen in the province. He was president of the Ontario Retail Hardware and Stove Dealers' Association, in 1910.

* * * *

"Elliott Bros., Kingston, Ont., have secured the contract to do the ornamental work in connection with the new block about to be erected by Mr. Oford."

Editor's Note.—Elliott Bros. are still in the hardware business at Kingston, where they are very prominent in the trade.

* * * *

"The McClary Manufacturing Co., London, have been awarded the contract of heating the cars of the Toronto Street Railway Co. They will put in a hundred stoves in the next ten or twelve days. The heating of street cars is expected to be adopted in several other cities."

* * * *

"Chas. Britton, of the firm of Cowan & Britton, Gananoque, is on a trip through Western Ontario, visiting the trade. This is what every manufacturer in the country should do at least once a year. More can be learned about the "temper" of the trade by one visit than can by correspondence or traveler's reports, in a year."

"The tin work, plumbing and heating of Rideau Chambers, owned by Dr. McCallum, also the new J. M. Clark block and the private residence of A. H. Weagants, are in the hands of R. Hawkins, Smith's Falls, all of which he will have completed before winter sets in."

The Calgary chief of police has landed a couple of men who broke into Hewitt's hardware store and stole a large number of guns, razors and knives. They have pleaded guilty.

Conditions in the Broom Trade

Short Crop of Broom Corn Causes Big Advance in Raw Material—Some Farmers Defaulting Contracts Made Early in Season—Canadian Prices on Brooms Below Those Ruling in U. S., But Advances are Expected.

Reports from the broom corn districts of Kansas, Oklahoma and Texas received recently, more than ever emphasize the peculiar conditions in this industry. Broom corn buyers are scouring the country for corn and report the entire crop is now out of the farmers' hands.

"No time in the recollection of the oldest broom manufacturer," stated one Canadian dealer, "has such a condition been brought about so early in the season as this year. In the flurry of 1909 and 1910 it was always possible to find some farmers who were willing to sell their crops at a fair return on their investment, so that the conditions did not assume at any time anything like what they are now. Manufacturers who contracted early at low prices for their corn are in a worse fix than those who did not because many of the farmers who sold early are now defaulting, selling their already sold crop over again, thereby forcing these manufacturers on the market at the time when it is at its highest."

High Price Paid For Corn.

Choice corn was quoted and bought last week at \$240 per ton, and this means 20¢ a pound. Take a 24-lb. broom and you have \$4.80 for corn alone to say nothing of wire, handles, tacks, velvet and labor. This does not mean to apply that all the brooms made from now on will be with corn at this basis, because they will not, but one can safely figure if corn is finding ready sale at such an extremely high price the lower grades will be affected, proportionately, and cheap brooms are therefore out of the question.

"Many dealers have asked the question, 'What is the reason for these high prices?' and in answer," continued our informant, "after thoroughly canvassing the leading broom corn centres, and carefully considering all its details, we can say positively it is all summed up in two words, 'Short Crop.' The first planting of corn was, from State reports, considerably below the average, necessitating a second planting to even things up with last season, and up to the first week in September this second planting looked fine, but it only required a few days of hot winds, and unfavorable weather to put this crop entirely to the bad. Hot winds and weather conditions are most assuredly responsible for all the crop troubles this year."

Opinions of the best and most conservative dealers of broom corn are that nothing can now be done to avert the

highest prices dealers have ever seen, and that it will be the wise merchant who heeds this warning and gets covered for his requirements well into the new year.

Poor Prospects From Foreign Corn.

Some manufacturers have been figuring on the foreign corn being a factor towards cheaper brooms, but from the latest reports, there is no doubt that this crop, too, is a failure and cannot possibly affect domestic conditions. Foreign corn is being quoted to-day at a figure that, taking into consideration the enormous waste involved in its handling, makes it just as high as the domestic crop, and as 95 per cent. of it can only be used on the very lowest grade brooms, it is entirely out of the running.

Many of the U. S. factories are now quoting \$4.50 dozen for their cheapest brooms. Canadian manufacturers' prices are at present below this, but it is almost assured that there will have to be another substantial advance ere many days are passed.

NEW STORE AT PETROLEA.

Petrolea, Ont.—F. H. Brewster & Co. have completed arrangements for the establishment of a branch 5-10-15 cent store here. It is understood that the entire ground floor of the Archer Block has been leased for a term of years, and that extensive alterations will be made at once, the opening of the new store taking place in a few months.

1912 WIRE PRICES FIXED.

Montreal, October 20.—Prices to be asked for wire sold up to May 1, 1912, have been fixed as follows: Barb wire, f.o.b. Montreal, \$2.25 per cwt.; plain twist wire, \$2.60; plain galvanized wire, \$2.15; coil spring wire, No. 9, \$2.20; coil spring wire, No. 12, \$2.35.

On these goods a discount of 2 per cent. will be allowed for cash ten days.

The price of staples has been fixed, too. Bright wire staples will be sold for \$2.60 per cwt., and galvanized wire staples at \$2.85.

The discount here will be 2 per cent., 30 days, cash.

The large manufacturing firm of T. S. Simms & Company, Kamloops, B. C., find themselves unable to enlarge their premises, as they desire to do, because of a lack of space. They are seeking and will doubtless secure a suitable site to erect a new factory, with ample space for extension from time to time.

SELF-MADE HARDWAREMAN GONE

Montreal, Oct. 5.—In the recent death of L. P. Venne, the hardware trade loses a man who through years of hard work forced his way to the front, winning not only a goodly measure of financial success, but also the friendship and confidence of those with whom he came in contact. His end was due to heart failure.

For years Mr. Venne has been in business in Montreal. For twenty years he served as clerk in retail hardware stores, being for fifteen years with N. Desjardins. Then he started a small store in Hochelaga, a small store which by his energy and ability he quickly transformed into one of the best in that part of St. Catherine street. He was at work early and late.

Two years ago, wishing to get closer to the mechanical trade of the C.P.R. Angus shops, Mr. Venne sold his St. Catherine street business to his nephew, himself opening a more modern store at 2135 Ontario street. There he worked until shortly before his death.

Mr. Venne was exceedingly popular among the commercial men of the wholesale trade, who feel the loss of a friend, as the wife and four children feel the loss of a husband and father.

TO MAKE BOILERS.

Thornton Bros., who have purchased the hardware business of A. T. Howes & Co., at Bradford, Ont., have purchased the Canadian right to manufacture a steam boiler, which, it is claimed, can effect a large saving in fuel. They have already taken out several furnaces and replaced them with their new boilers.

W. H. Thornton, one of the members of the firm, was formerly a hardware merchant at Inwood, Ont.

GOING OUT OF TINWARE.

Arnprior, Ont., Oct. 16.—The announcement is made that in future no tinware will be sold in the Taylor stores here and in Cobden. A "Going Out of Tinware" sale has been held here, and the stock has been cleared out at reduced prices. In a full-page ad. the proprietor explains that he has decided to quit tinware, as it has taken up too much room in his store. A line of granite ware is also being disposed of.

DEATH OF HARDWARE MANUFACTURER.

Henry L. Bradley, secretary, treasurer and manager of the Atlas Manufacturing Company, New Haven, Conn., died on Sept. 2nd, last. He organized the business in 1891. He invented the "Metal Clasp" shelf brackets, coat and hat hooks and ceiling hooks now manufactured

by the concern, also the automatic machinery used in producing these goods, as well as a new line of goods which the company are about to put on the market and which will add greatly to the business now done by the company.

Mr. Bradley was a man with excellent business insight, and endowed with great common sense. He was strictly conscientious in all his dealings. These characteristics coupled with his wide knowledge of human nature will leave permanent memories in the minds of those who were associated with him and also with any of the trade who had occasion to meet him.

HARDWARE EXECUTIVE SEE THE HARBOR.

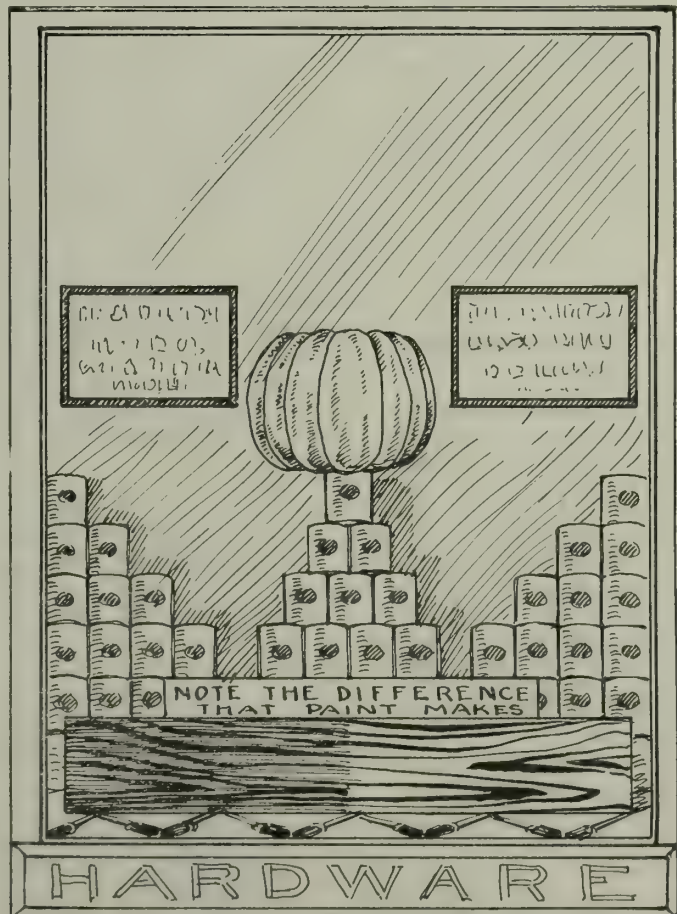
Montreal, October 13.—Members of the Executive Council of the Metal and Hardware Association had a treat last week, when, in company with the executives from the wholesale grocers, the dry goods, and the lumber associations, they were the guests of the Montreal Harbor Commission upon the tug Sir Hugh Allan.

The commissioners, desirous of enabling the business men of the city to see what has been done to improve this great gateway to Europe, have been

holding a series of excursions about the harbor. A good number of hardware men availed themselves of the opportunity accorded them last week, and stepped on board the "Sir Hugh" at the foot of McGill Street. They were welcomed by the three members of the commission, Major Stephens, L. E. Geoffrion, and C. C. Ballantyne. David Seath, the secretary, was also on board, as was F. W. Cowie, the chief engineer.

All over the harbor the party went, seeing the site for the new dry dock, the new elevator, the new pier being erected where for years has stood Victoria pier. They rode up in the great hoist which carries laden drays, horses and all, to the upper floor of the sheds. They listened to the explanation of these hoists; how they are capable of lifting 10 tons, from the pier to the upper floor of the sheds, in 30 seconds. They were interested when the commissioners stated that shortly there is to be a hoist giving rapid access to the upper story of each shed.

Before leaving the tug finally all on board thanked the commissioners for the privilege which had been theirs in seeing the great work accomplished during the past few years.



A Suggestion for a Thanksgiving Paint Window—In Following Out This Idea, it Would be Necessary, However, to Construct a Much More Substantial Formation to Hold the Pumpkin, than the Artist has Shown.

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HARDWARE TRADE GOSSIP

Ontario.

W. N. Ironside, hardwareman, had a splendid exhibit in the hall at the Thedford Fall Fair.

C. Snider, Elmvale, had an exhibition of stoves at the fall fair, which attracted much favorable attention.

The National Hardware Co., Orillia, are now moving their machinery into their new lock factory.

D. B. Brown, Meaford, hardware dealer and plumber, has advertised his intention of closing out his business.

The incorporation has been gazetted at Ottawa of the Dominion Paint Works, of Montreal, with a capital of \$50,000.

Theo. Crandall, Brantford, is offering as an inducement to Saturday customers a mug with gilt trimmings to every child.

Harry Baker, an employee of the Springer Lock Co., Belleville, lost a finger while operating a press there on Monday.

Mr. Turner, manager of the O. T. File Hardware Co., Kenora, has been seriously ill. It is expected that he will leave the hospital in a few days now.

A runaway horse in Oakville ran into an iron settee in front of McGregor's hardware store, smashing it and taking a few splinters off the window front.

It is announced that the Beaver Mig. Co., Birmingham, England, will erect a Canadian branch factory at Niagara Falls, for the manufacture of aluminum novelties.

F. W. Esmonde, of J. P. & F. W. Esmonde, Ottawa, dealers in stoves, etc., is retiring, and J. P. Esmonde, Jr., is being admitted as a partner. The style will be unchanged.

Burglars visited Sturgeon Falls on Saturday night, and looted Lillie's hardware store. The safe was opened and two hundred dollars in cash taken. Two other stores were visited and big hauls made.

A. T. Howes, Bradford, has sold his hardware business to Thornton Bros., of Sundridge, who have taken possession and are now engaged in stocktaking. Mr. Howes has decided to take a rest before going into business again.

Harry A. Derry, western representative of the Gurney Foundry Co., has recovered from a five weeks' attack of typhoid fever. He has now left his home in Renfrew, and has gone as far west as Fort William.

Charles Gillespie is now in sole control of the business formerly conducted by his brother John and himself in Orangeville, but it is still going under

the name of Gillespie Brothers. John has taken a position in Toronto.

Charles Tovell, superintendent of the Down Draft Furnace works at Galt, met with a serious accident. While in the molding shop, some hot sand struck his face and both eyes were badly burned.

The Morrisburg Tack Co. have offered to locate in Kingston, if that city will make a loan of \$65,000 for twenty years in return for a chattel mortgage. The company would guarantee to employ 200 hands.

The hardware stores of Phillips Bros. and Richards & Peeling, Havelock, were broken into on Sunday morning. In the former store \$11.50 in cash and several dollars' worth of goods were taken, and in the latter, \$1.60 in cash and about \$25.00 worth of knives and razors. Entrance in both cases was obtained by unlocking the front doors.

Quebec.

J. M. Taylor, of Pembroke, spent several days in Montreal this week on business.

C. F. Cleveland, of the Goodhue Belt-ing Co., Danville, Quebec, was a visitor to Montreal this week.

J. Thurston Smith, of Lewis Bros., Montreal, with his family, has returned to the city from his summer residence, Valmarin, Quebec.

E. Dowsley, manager for A. Ramsay & Son, Montreal, is back at his office again. He is still troubled with his eyes, but is able to attend to his work.

Among those who had the pleasure of seeing Canada's Royal Governor-General land at Quebec was G. M. Taylor, of Grand Falls, N.B. After a few days in the ancient capital he came on to Montreal to attend to some business.

Directors of the Dominion Steel Corporation left Montreal for Sydney on Wednesday. There they will inspect the steel plant and mines. Those in the party were: President Plummer, Sir Montague Allan, G. Caverhill, Wm. McMaster, Frederic Nicholls, W. G. Ross, J. R. Wilson and Mark Workman.

Among the outside retailers who came to Montreal on business this week were: S. McDonald, Green Field; Nap. Mercure, Neaville; H. Briers, Kiamika; Geo. Buzzell, Abbotsford; N. Deguire, Coteau du Lac; A. Lemieux, Henryville; C. Bisson, St. Vincent de Paul; K. Konahan, St. Lin, N. Dechene, Three Rivers, and O. P. Seguin, St. Dominique.

Western Provinces.

The Acme Plumbing and Heating Co., Prince Rupert, have sold to Smith and Mallet.

W. Hopkins, hardware dealer, of Tessier, Sask., has sold out to a Mr. Langtry.

The Transcona Furniture and Hardware Co., have started business at Transcona.

A. A. Hunt has purchased the hardware business from the R. L. Wanson estate, at Abernethy, Sask.

J. H. Mohr, who has been for some months business manager of the Armstrong Advertiser, has gone to Vancouver, and will engage in the hardware business at Burnaby Lake.

C. A. Baskerville, hardware merchant, Winnipeg, has sold his property at 652 Main Street to Dr. Whalen, of that city. It has a frontage of 24 feet and the price paid was \$48,000.

A. Gibb, of Castor, has taken charge of the Farmers' Hardware store, at Coronation, Alta. A despatch from that place reads: "The opening dance given by the Farmers' Hardware, on Friday night, was a decided success. Music was furnished by the Cameron Orchestra assisted by A. R. Tuman, trap drummer from Castor. Refreshments were served at midnight, and dancing continued until almost dawn. Mr. Locke saw that everyone shared in the evening's enjoyment, and when the crowd departed this ended the first of a series of social dances, which, no doubt, will be held from time to time as new buildings are finished."

Maritime Provinces.

A very fine collection of birds has been on exhibition in the store of T. J. Egan, Halifax. They were bagged by J. T. Egan, the son of the proprietor.

McCarthy & Anderson, Lunenburg, N. S., had a good exhibit of stoves and ranges at the Bridgewater Exhibition. The Royal Hardware Co. had a neat looking booth in which they displayed varnishes and household specialties.

The wedding took place last Tuesday, in St. Stephen's Church, St. John, N.B., of Miss Ena Frances McLaren, to Ronald Armstrong McAvity. The ceremony was performed by Rev. Gordon Dickie. The groom was supported by Douglas Adams, of Toronto, and the ushers were: Clifford McAvity, Jack Belyea, Malcolm McAvity and Walter Emerson. Among the wedding gifts were:—A cut glass water pitcher and a half dozen cut glass tumblers, from the staff and employees of the Vulcan Iron Works; an electric reading lamp, from the Water Street McAvity offices and front store, and a large cut-glass bowl from the King Street employees.

Our Page for Hardware Clerks

Ad. Writers Should Criticise their Own Work

Little Defects in the Copy Destroy Effectiveness of the Investment—Advertisement for Tennis Racquets Made Ridiculous by Faulty Illustration—Absolute Correctness Essential.

Sometimes the clerk in the store wonders why the manager is drawing his salary. He seems to be doing nothing but write a few letters daily, and to meet a few men who wander into the establishment. Then comes a day when the manager leaves his private office, comes to the man in charge of a certain department, and pleasantly or unpleasantly—according to his disposition—takes this man to task. He has seen a fault in the subordinate's work, and has pointed this out, at the same time suggesting a remedy.

That is one of the manager's duties, but it is the duty of the clerk, or the head of the department, to watch for faults in his own work. Often he can see them as well as the manager, and by learning to see them he is fitting himself for the manager's chair.

Articles Judged by the Ad.

Undoubtedly one of the departments where the workman should cast the most critical eye over his work is that of advertising. A little mistake here may make a great difference in the results obtained. An advertisement, above all things, should be correct. It is prepared for people who are interested in the line advertised. If they find after perusing it, that they know more about the article than the one who prepared the ad. they are exceedingly likely to come to the conclusion that the goods being set before them cannot be anything wonderful.

Possibly examples will occur to the reader. One comes to mind at the moment. A page of valuable paper had been taken by a sporting goods house to bring their products to the attention of the people. Tennis rackets and tennis balls were being dealt with especially. Something was said about the fine dashing game. The liveness of the ball was mentioned. The fine balance of the rackets was set forth. Everything that was said was well said and correctly said, but there was a picture which went with the ad. This illustration, which should have been the attractive feature of the copy, was its weak point.

The Picture Incorrect.

A player was up on his toes ready to serve. The ball was in the air. The

man's arm was back at the commencement of the swift overhand stroke. But he held his racket in the middle of the handle. His attitude was that of an expert. His grip on the racket that of a beginner.

Every tennis player knows that to get a good service, or to get all but a very few strokes of any kind, it is necessary to hold the racket at the end of the handle. Every tennis player who read that advertisement knew that the man who prepared it knew little or nothing about tennis. Otherwise he would have detected the fault; would have ordered the artist to remedy it.

A mistake of that nature is a little thing, yet it prejudices the reader against the article advertised. It is inevitable that it should do so. If the ad. writer knows little concerning the uses of the article being brought before the public, there is room for the belief that some engaged in the work of manufacture know little about it.

Guarding Against Mistakes.

Had the advertising man criticised his own work he would likely have seen the error—to him perhaps of small importance, but which yet made the whole ad. seem ridiculous to the very people for whom it was written. And that is the one thing an ad. should not seem. It may be humorous. It may be unique. But ridiculous it must not be.

The same mistakes are made in other lines. Many the woman there is who finds foolish errors in stove advertisements written by some mere man.

These things being true it would seem the part of wisdom for the advertising manager who is preparing copy for something of which he has not the closest knowledge, to consult some specialist—some one who knows practically everything there is to know of the use of that article. This would greatly decrease the possibility of mistakes. It would result in the advertiser getting new ideas. The effectiveness of the advertisement would be increased, and let the effectiveness of an ad. increase and immediately the value of the man who prepared it jumps.

IN SEARCH OF A PANCAKE GRIDDLE.

Urged on by an appetite which cried out for pancakes such as mother used to make, a Montreal young man this week set out to buy a griddle. He tried store after store, and finally got satisfaction—in the shape of the griddle—at the seventh place entered.

The young man telling of his quest states that every hardware man he asked thought he had some griddles in stock, but on searching found that the last had been sold some time before. Even the seventh man had not a griddle, but he took the inquirer's address, secured the desired article, and had it delivered.

It would seem the dainty pancake has ceased to be a breakfast dish for the family, yet from the number ordering this delicacy in the restaurants and the hotels, it is evident that men, women and children still have the pancake appetite.

Hardware men might well secure a sale for girdles if they brought them to the front again. People need a suggestion, then they will buy. Only the few have the persistence of the young man who tried place after place until he secured that griddle which made possible the pancakes for which he craved.

H. B. GREENING APPOINTED PRESIDENT.

At a meeting of the directors of the B. Greening Wire Co., Hamilton, Ont., held a few days ago. H. B. Greening, who has been managing director of the company for the past twelve months, was appointed president, in place of his father, the late S. O. Greening. The board of directors at the present time is therefore composed of H. B. Greening, John Maw, N. S. Braden and R. H. Merriman.

The officers of the company are: H. B. Greening, president and managing director; R. H. Merriman, secretary; F. J. Maw, superintendent.

F. J. Maw is a son of John Maw, who was superintendent from the incorporation of the company in 1889, until a few years ago, when he retired from active management, still, however, retaining a place on the board.

The McLeod Hardware Co., McLeod, Alta., have been succeeded by Paulin & Sprink.

Taking Second Hand Stoves in Part Payment

The Views of Representative Hardwaremen on the Wisdom of This Practice—
They Agree That Good Profits Can be Made, But Advise Cautious Handling—
How to Avoid Losses—Methods of Fixing a Fair Price to Pay for Second-Hand Stoves.

Does it pay a stove dealer to accept old stoves in part payment on new ones?

This much mooted question is of peculiar interest now that the fall rush in stoves has started. It is a question which faces the dealer every day. In order to gain the views of representative men in the trade, Hardware and Metal addressed letters to a number of hardwaremen recently and some very interesting replies were received.

The writers agreed that the handling of second hand stoves can be made highly profitable but they likewise agreed that the business required very careful manipulation. Some interesting facts were given, together with valuable suggestions and ideas.

Keep Repair Man.

The Orillia Hardware Co. say: "We have no hesitation in saying that we do a much larger stove business because we take old ones in exchange. We find they are a paying line if handled properly. We keep a man to clean them up and, when a stove comes in, we do not handle it like old iron. We are not ashamed to show our second hand stoves, for the simple reason that we make them look well. They must be put in shape before you try to sell them. Sell them on an understanding that, if they don't bake, they are to be exchanged on a new one. Make the same per cent. on them that you can on a new one."

Good Method of Figuring.

Fred. W. Otton, of H. H. Otton & Son, Barrie, contributes the following opinion:

"We have handled this business very successfully for a number of years. When we take a second hand stove in part payment, we, of course, figure on what we can get for it plus cost of repairs that are necessary. We always put our second hand stoves in good repair before they are offered for sale and in such a manner that they will give satisfaction and stay sold. In some instances it is a difficult matter to get a handy man for this class of work. The result would be that you could not turn out a second hand stove with the same confidence that it would give satisfaction and you would be dilatory about pushing the sale of them.

"We have a separate showroom for second hand stoves and find that it works out to good advantage.

"There are times, however, that a man gets 'stung,' particularly in base burners. We examine these very carefully. Some base burners break up very badly in the bottom, thereby causing obstruction or a check to the draft, which of course causes them to leak gas. In such cases, where they are not worth a new bottom, a steel patch can be riveted or bolted over the break and cement placed between them. Then again when base burners are old, you find that the cement has fallen out of the joints. In such cases, it is necessary to dismount your stove, cement every joint and remount again. Many a base burner we have put together from bottom to top."

Never Guarantees Them.

The Best Stove and Hardware Co., Peterboro, write:

"We do not by any means believe that a second hand stove should never be refused. Taking stoves into stock indiscriminately at too high a price or in very poor condition is sure to result in a loss. We never buy a stove without first giving it a thorough examination, after which we put our own price on it, naming as high a price as we feel that we profitably can. We are careful to explain to our prospective customer the expense involved in handling and overhauling a stove and, as a rule, we do not find him unreasonable in his demands. If, however, he absolutely refuses to accept our offer, we suggest as an alternative that he advertise his stove in the local papers, find his own buyer and secure his own price, which he very frequently does, coming back to us for his new stove.

"We never guarantee a second hand stove and are always careful to explain this to a purchaser. Because of this we frequently sell a new stove where we would otherwise have sold a second hand one. When we say that we never guarantee such a stove, we mean that we never make this a talking point to effect a sale. In the rare instances, when a second hand stove proves unsatisfactory, we are glad to allow the price paid for it on a new one. We find that our customers appreciate this more than they would had we guaranteed it.

"In this locality we find during the summer months quite a demand for second hand wood stoves. This comes principally from summer cottages at the lakes, though we dispose of a number of them in the city also, for use in summer kitchens.

To Avoid Loss.

The Howell Hardware Co., Goderich, explain some of the dangers involved in handling second hand stoves. They write:

"We are obliged to handle quite a few stoves in this way and our plan has been to allow for the old stove simply enough to permit a reasonable selling profit after repairs have been put on the stove. In other words, we do not propose handling two stoves and take the chance of putting the old one in the scrap heap in the end, for the sake of the profit on the new one.

"We try to approach our customer by asking him what he would consider a fair price to pay, if he were buying the old stove instead of selling it, and then we explain to him that we must have a profit for our trouble in fixing the stove up and re-selling it. To come out on the right side, one must see that he does not allow too much, for most stoves require more to put them in good selling shape than what appears to be the case on first looking them over."

Must Be Good Judge.

J. E. Westcott, of Ailsa Craig, writes:

"I have carried on this system with varied success for fifteen years. You have to be a good judge of an old stove in the first place. Secondly you have to know whether you can get repairs for the stove or else repair it in your own shop and what the cost would be. After this add a small profit for your deal; and your good judgment will tell you what to pay for the old stove. You also want to know your man. I have found it, in some cases, as bad as a "hoss" deal. Only experienced men can make any money out of old stoves. I have lost as much as 40 per cent. on an old stove and I have also made as high as 75 per cent. 'An old stove well bought is half sold.'"

A Good Market.

A. R. Dundas, of Cobourg, writes:

"This part of the stove trade has become a very important part to deal with and I try to get as good a line of them as possible, as there is a good market for cheap stoves. If these stoves are properly fixed up, there is no trouble in disposing of them."

In the foregoing letters, some important points are touched upon. As further discussion would doubtless be of interest, contributions and opinions will be gladly received.

Improving the Stove Trade with the Farmer

Methods That are Necessary at This Season of the Year—The Influence of the Mail Order House Must be Combated—The Splendid Results of Fall Fair Exhibits—An Instance from the East.

The question of securing the farm trade in stoves is bound up in the still wider question of how to meet the competition of the mail order houses. This is due to the fact that mail order campaigns are directed largely with the view of securing the trade of the rural districts. The farmer does not live within easy distance of local stores, he gets his newspaper late and he is in many other ways removed from the influence of the local dealer. He is quite naturally more prone to pay heed, therefore, to the attractively illustrated cata-

logue of that fact? He can—when he gets the chance to present the facts to them. Unfortunately for dealers of the passive stamp, farmers do not drive in from the back concessions to consult town merchants on the question of buying a stove. They turn to the only data that they have on hand—the catalogue of the wideawake corporation—and they succumb to the arguments on cheapness presented therein. If they hear the other side of the case, in nine cases out of ten they act differently. The situation narrows down, therefore,

to a very small percentage of the weekly readers, but it goes just the same.

To be thoroughly effective, advertising addressed to the country readers should be written especially with that end in view and should deal only with articles that are certain to find a ready market with country customers.

The Fall Fair.

There are other means of reaching the farmer's ear. The hardwareman should take steps to meet the farmer on common ground; for instance, at the fall fair. The country fair presents a golden opportunity for the hardware dealer who is anxious to sell stoves in the rural sections. Every farmer within a certain radius of miles will be on hand and as they believe in doing up the fair thoroughly, they will undoubtedly see all exhibits on the ground. The dealer who puts in a stove exhibit can be morally certain that every person on the grounds will pass before it and scrutinize it with more or less thoroughness.

Got Splendid Results.

No better instance of what can be done in this way could be quoted than the exhibit made by James S. Neill & Sons at the Fredericton, N.B., exhibition this year. As will be seen from the accompanying illustration, they took liberal space and showed a full variety of stoves, ranking from the small oil stove to the most pretentious range. A table in the centre was piled up with literature, which was handed out to all who passed. As a result of their exhibit, therefore, Neill & Sons put strong salesmaking arguments in printed form into the hands of members of practically every family in the city and the surrounding district. That results would follow can be accepted as a moral certainty.

But they did not have to wait for the fruits of their publicity campaign to show themselves. The "sold" cards on two of the ranges shown in the picture bear evidence to the fact that the exhibit had direct results and more than paid for itself during the days of the fair.

Keep at It.

Farmers are heavy purchasers of hardware and they must necessarily pay many visits to the store of the local dealer. The latter has, therefore, a golden opportunity to talk stoves to them and incidentally put a spoke in the wheel of the mail order house. This opportunity should never be neglected, especially at this season of the year. The average farmer is a great hand for a bargain and the arguments of the mail order house will have great weight with him. It follows naturally that the arguments of the home dealer will be given equal consideration if they are presented.



Store Exhibit of James S. Neill & Sons, at the Fredericton Exhibition.

logues of the mail order house than the townsman who passes two or three hardware stores every day and sees the advertisements in his daily newspaper every night.

In considering then, what he can do to improve his stove trade with the farming classes, the hardwareman will find that the question narrows down to ways and means of combating the mail order house. The problem, however, is not a serious one for the man who is prepared to take facts as they are and act upon aggressive methods.

Every dealer knows that he can do better by his customers than the mail order house can. But can he convince

to this: If you can get the farmer's ear, you can sell to him in practically every case.

Getting the Farmers' Ear.

The best method of getting the farmer's ear is to advertize liberally in the newspapers which can establish their claim to a good circulation in the country districts. The space used in weekly editions is often rendered futile, however, by the carelessness or laziness of the advertiser. He instructs the printer to "lift" his ad. holu bolus from the daily edition and use it in the weekly. Perhaps he has been advertising hockey sticks, electric lighting fixtures and gas mantles. It will, therefore, appeal only

STOVE AND HEATING MARKETS

MONTREAL.

Montreal, Oct. 19.—These warm October days have brought their rays of sunshine into the lives of the sales managers of stove manufacturies. A halt has been called in certain lines, orders not crowding in as they have for a few weeks past. The thoughtful dealer is still looking ahead and buying what he seems sure to need; but the less intelligent merchant—the one who sends his order only when he gets an order himself—is not pressing the manufacturers for immediate delivery. So a little time is secured for filling back orders, and all the establishments are bending their energies to catch up.

• That they can do this before a change in the weather causes orders to crowd in again, seems unlikely. But the pause, short though it will be, will yet mean a considerably easier condition. At one concern it is reported that all the orders received six weeks ago are now filled. "By the end of the week," declared the manager, "we will be only a month behind."

Still some concerns are complaining of difficulty in securing cartage. Various excuses are given by the carrying companies for the lack of drays. One is the impossibility of securing drivers. "Why," said the manager of one concern, "we have 45 teams standing idle in the stables. We can not get men to take them out. Labor is scarce."

Generally collections are reported fair, but at one house it is said that checks are not coming in as fast as they should. "We are beginning to discriminate," said the manager. "We can not fill all our orders immediately now, and we are seeing to it that it is the men who are good pay who get the promptest possible service. That is only fair."

Ranges.—The demand for these is little affected by the warm weather. People must cook this winter and they have to prepare at once. The orders which are coming are being shipped more promptly than for some weeks past, due partially to the easing up in the demand for the heavy heaters, and partially to the somewhat improved cartage facilities. Said one manager: "For some time past we have had enough ranges on hand to meet the demand, or nearly so, but we have not been able to get them to the stations promptly."

Oak Heaters.—The demand for the smaller stoves is good. Difficulty is reported in filling the orders, which come principally from the country. Quebec heaters, too, are being largely purchased.

Base Burners.—The demand for these is not of great proportions. At some

manufacturing houses a fairly heavy order list is reported. Others say that this stove is not much sought in Quebec. The West is where it has its strong hold.

Gas Ranges.—Summer, fall, spring or winter, the gas stove has a fair sale in the larger cities. The demand now is good, owing to the new dwellings being completed. An apartment is not considered ready for renting until it has a gas stove installed, and there have been a number of new apartments constructed in Montreal this summer. Practically no gas stoves are being sold in the country.

Furnaces.—The changeable weather has had no effect at all upon the demand for these. That is natural at this season of the year, when buildings are being made ready for rental. Furnaces of all kinds are being ordered, large furnaces, small furnaces. The orders can not be filled promptly, neither can the coiling which is needed for the installation of many heating systems be promptly delivered. The supply of piping on hand was not great enough to meet the heavy demand.

It is not only in Montreal that the furnaces are being purchased, though the demand from the city itself is large, but from the country, east and west, orders are coming.

Kitchen Furnishings.—Here the shipping has been heavy this last week. Orders have continued steady, but the decreasing urgency of the call for some lines of stoves has enabled the shipping departments to pay more attention to this class of goods, so that the orders have gone out more rapidly than for some time past.

The shortage of stove pipes, too, has ceased to worry manufacturers, even the concern which last week was compelled to work under such pressure that it brought its season's output up to a quarter of a million lengths, reports that it is now able to meet the demand.

But still dealers are not booking ahead as much as the manufacturers think they should. "We may be in difficulty again," said one manager, "if orders begin to pile in. And that seems likely as soon as there is a change in the weather."

TORONTO.

Toronto, Oct. 20.—It is now assured that the volume of business this year in stoves and heating goods will set a new record. All stove manufacturers in this district report that they have more business now than has been customary at this season. "We are keeping up with the demand with great difficulty," said one man, "and the situation will become more strained as the month progresses."

gresses. While I do not suppose that there will be any such thing as a stove famine, it will certainly keep us going at high pressure to meet the trade."

Ranges.—The demand for ranges is now about at its heaviest point. Large shipments are being sent out. Manufacturers state that the retail demand seems to have started earlier than usual. This is due to improved methods on the part of the trade in a good many cases. The fires up north have also had a great deal to do with it. All orders from that section are for immediate delivery. They are badly needed.

Oak Heaters.—Demand keeps up for oak heaters. It has been so far one of the best seasons on record. So brisk have sales been that a shortage has developed in the better grades of oak heaters. It is now found difficult to get supplies to meet the demand. There are plenty of the cheaper heaters in sight, but the demand has been almost entirely for the better grades.

Base Burners.—Business is quite good, although there is no concealing the fact that of late years the demand for base burners has been smaller than was the case a decade ago. It is probable that fewer are made, and, at any rate, base burners have not kept up with other heating lines, such as ranges and furnaces, in point of sales. A majority of the base burners sold are for points throughout the province. The city demand has not been large.

Gas Ranges.—While some business is still being done, the volume has now reached the minimum stage. One order for half a dozen was placed to-day with a Toronto manufacturer.

Furnaces.—Things are humming in this department. The manufacturers cannot begin to supply their customers with furnaces as rapidly as the purchasers would like. Orders are being filled on the instalment plan. "We expect a strenuous time for the next month in supplying our customers with furnaces," said a manufacturer. "One marked feature has been the demand from the smaller places. Farmers are now putting in furnaces in surprisingly large numbers."

Kitchen Furnishings.—The demand is steady and well sustained. A number of local houses have received surprisingly large sorting orders from dealers who have been holding fall kitchenware sales.

BROOMS UP ONE DOLLAR A DOZEN.

Montreal, Oct. 13.—Word has been received at the wholesale houses here that a rise in brooms has taken place. From now on, prices will be quoted at \$1 a dozen higher than they have been. The increase comes as a direct result of the jump in the price of corn.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 62.

MARKETS IN BRIEF.

Toronto.

White Lead.—20c advance.

Tin.—1c down.

MONTREAL.

Montreal, Oct. 21.—A scarcity of lead is causing those handling it a great deal of anxiety just now. Orders cannot be filled if they are for large quantities. "I could sell 200 tons at a high price if I had it," remarked an official of one concern, "but there is not the lead in the country.

Tin too is scarce, the market showing the work of the bulls. Nor does there seem to be any likelihood of a reduction in prices which would be of more than short duration.

The copper market is a little stronger than it has been for some time—an exceedingly satisfactory state of affairs. But there can be no certainty how long this will endure.

The demand for spelter continues strong. Manipulation is evident here, and there is little telling what may occur in the immediate future.

Tin.—A bull market was expected for October and November, and the events of the past week indicate that the expectations are likely to be realized. "I would consider it a good buy if any reduction comes at all," said one close student of the market. "Of course I do not mean that it would be wise to buy too heavily, but for the next six or eight weeks it would seem good policy to buy moderately if there comes any temporary drop."

There is a tendency to raise prices slightly, the quotations generally made for fair-sized orders being \$44 to \$45.

Antimony.—Just a steady demand is reported. The supply on hand is sufficient. Prices range from \$8 to \$8.25.

Lead.—The amount on hand is not at all satisfactory. Those handling the metal have not enough to enable them to fill all orders. It is expected that some relief will be afforded in November, when the English lead comes in. But even this easing of the situation will be only temporary.

There is practically no domestic lead to be had, and the market hangs upon the supply which can be secured from England, where all that is produced is wanted.

There is a tendency to ask higher prices than those quoted last week, the

figures usually given being \$4.25 and \$4.50.

Spelter.—The strong market of last week continues. There is little European spelter to be had, and so reliance has to be placed upon the American market. This shows the work of a ring who are so manipulating that prices remain high. It is feared that the jump of 25 cents for East St. Louis quoted last week may be only the shadow of coming events.

Copper.—Dull though the market still is, there are yet signs of greater activity than has been noticed for some little time. It is reported that there is a decrease of something like 2,000 tons in the supply. This has caused more buying from American sources, and prices have stiffened up a little.

It is the general belief that the cause of the dull copper market has been an overproduction. There is no combine among the producers to regulate the amount of metal put upon the market, or to effect a steadying of the prices.

Pig Iron.—Good business is being done here, in fact, despite the scarcity of lead and spelter, the general business is reported excellent. The supply of iron is none too large, but for the time being at least there is plenty on hand to meet the strong demand.

Quotations on Old Country iron remain at the figures which have obtained for some time past.

Old Material.—The demand for this line is only fair. The market is rather flooded with old iron sent over from the United States.

TORONTO.

Toronto, Oct. 20.—The metal markets are all busy. Trading is brisk and the fact that the time for the closing of navigation is not far off has helped to create a condition of general activity.

On the whole, the business done this year, up to date, has been satisfactory. There have been periods when a state of semi-depression has prevailed but this has been due to external rather than internal influences. Metal men seem convinced that trade will continue good right through to the end of the year.

Tin.—There has been a check in the upward march of tin. By gradual degrees the price has been creeping back to the high notch of a couple of months back. This week, however, a bearish tendency was noted and tin fell off a cent, making the local price 43½ cents. At this price there was a good sale,

large quantities of the metal changing hands.

The primary market has been unsteady. On Monday an advance was recorded and it is only too apparent that the syndicate remains absolutely in control of the situation.

Antimony.—Only a fair amount of business is being done. Local buyers have been on the market for small requirements during the past few days but the demand seems at present to have been fully satisfied.

Lead.—There is still a scarcity here but luckily the demand is not as heavy as it has been. For this the reason can be found in the fact that prices have been unusually firm.

The lead situation on the primary markets has changed. A despatch reads: "The recent declines in the lead market took the trade generally by surprise. These are the first changes of note in desilverized lead prices since November, 1910, though Missouri brands during the same period have fluctuated over a range of twenty points—from 4.22½ to 4.42½."

Plates and Sheets.—There is a good tone to the market. The demand is seasonably good and the prospects are all for a brisk spring business.

Copper.—The situation has not improved to any extent though a good volume of business is being done. The price situation remains unsatisfactory.

The American markets are dull and the opinion is expressed that it is difficult to see any encouraging features that would warrant an advance in price.

Spelter.—The demand for spelter continues strong. The 25-cent increase made last week has been maintained but further advances are not deemed probable for some time, at least, despite the fact that the European markets continue to advance steadily. Stocks locally are light.

Pig Iron.—A good volume of business is being transacted in pig iron, particularly in imported lines. There is a steady movement in anticipation of the closure of navigation. Local prices are: Canadian Foundry No. 1, \$19 and No. 2, 50 cents a ton less. Old Country iron is quoted at \$19.50 for Middlesboro No. 3, and \$20.25 for Clarence No. 3; Summerlee No. 2 is \$22, and Cleveland No. 1, \$20.50. Jarrow and Glengarnock irons are at \$20 and \$22 respectively.

Old Materials.—There is considerable business being done, with prices as follows:—Heavy copper wire, 10½c to 11c; heavy yellow brass, 7¼c to 7½c; heavy red brass, 9¼c to 9½c; heavy lead, \$2.90; light copper and bottoms, 9¼ to 9½c; tea lead, \$2.40; machinery cast iron, No. 1, \$14; No. 1 wrought, \$10; malleable No. 1, \$8 to \$10; miscellaneous steel, \$6 to \$7; stove plates, \$11.

Methods of Retailing Paints and Varnishes

Continuity of Purpose in Paint Department

Following Up Each Progressive Effort by Like Steps Leads to a Fullest Measure of Success—The Experience of a Chatham, N. B., Hardwareman—Details of a Good Window Display.

A five minute April shower would not do a great deal of good. The effects would soon pass off. It requires a thorough and lasting rain to bring up the budding verdure.

Is is the same in everything. In business affairs, success is achieved by the maintenance of a steady policy and not

off before the next one is made if delay is permitted to creep in, or that quite frequently their work is rendered absolutely futile by lack of continuity of purpose.

Jones was a hardwareman in a small Canadian city. He had always managed to scrape a living out of his busi-

ness, but your company supplied me with. But sales don't seem to pick up any."

Brown, the traveler, had been making a study of Jones' methods, and he accordingly started in to give the dealer the benefit of his observations. "Your weakness is just there," he said. "You sent out a circular last fall, but did you do anything to follow it up? Did you send out any more circulars with fresh arguments in a week's time or so? When men came into the store, who had received those circulars, did you speak to them about it? No, I'll bet you just dropped it like a hot potato right there. No wonder the results haven't satisfied you. Now here's a rule which holds good in practically every case. The first time that a man's attention is drawn to a certain subject, his interest is aroused, but that same subject has to be brought up again several times, perhaps, before he becomes convinced. If he hears nothing more after the first time, his interest dies out, and your work has been for nothing. You've got to hammer it home."

Follow Up Closely.

Brown was quite right. To make a complete success of his paint department, the hardwareman must show continuity of policy. He must follow up each step closely to make sure that nothing of the effect is allowed to slip away, and he must never allow his own interest in the matter to flag. If you lack interest yourself, you cannot expect to arouse very much interest in your customers.

Window displays are effective, but they are not likely to have much effect if not backed up by brisk methods of salesmanship. Each move must fit in with the general plan, which in itself must be complete.

Successful Following Up.

An evidence of what can be done by properly following up in the paint campaign, is supplied in the following incident. A splendid exhibit of paint was made at the Chatham, N.B. fall fair, by a firm of Canadian paint manufacturers. The local agent for this firm was H. B. McDonald, and he decided that it would pay him to follow up on the splendid impression that had been made. Accordingly, he purchased the complete stock which had made up the exhibit and arranged it in his store window. A picture of the window is herewith reproduced, and all will acknowledge that



Effective paint display in the window of H. B. McDonald, Chatham, N.B.

by occasional brilliant strokes. Following up and keeping everlastingly at it, are the two rules which must be obeyed.

And it is right there where so many fail to make a success of paint retailing. They do things spasmodically, attending to the department by fits and starts. They have not realized that the good effect of one salesmaking effort wears

ness, but there were a few particulars in which he had to acknowledge failure. One was his paint department. He had never sold enough to make it begin to pay and he had, in fact, accumulated some losses there

"It's queer," he confided to the traveler for a paint house." I put in window displays every now and then, and last fall I sent out some literature

The Western Hardware Market Situation

The Trade is Beginning to Feel the Effects of the Severe Weather—Optimism Still Prevails, But Collections are Reported to be Slow—Paints and Oils Active.

Winnipeg, October 16th.—At last the hardware trade is beginning to feel the effects of the severe wet weather which has been prevailing in Western Canada. A few fine days prevailed last week, and harvesting was general throughout the three provinces, but these were immediately followed again by heavy showers, which has resulted in the delaying of all operations for a few days at least. Reliable reports from all quarters indicated that the quality of the wheat has been seriously affected, but as the price for low grades is remaining steady, fair returns will be received by the majority of the farmers of Western Canada. In spite of these reassuring prices, however, trade during the week shows a considerable falling off, and should the wet weather continue, there is little doubt but that it will be affected to a considerable extent. Western business men are full of optimism, however, but at the same time it requires grit to keep on expecting large increase in trade when the weather is dead against it.

The farmers of Western Canada appeared to have a fortune in their hands, but the majority of it has been wiped out during the last two months.

In the general lines there is little new. Trade is quiet, as a kind of intervening period is now prevailing. Fall orders have all been pretty well supplied, and the rush for winter supplies have not yet started to any extent. Rifles and ball cartridges are moving freely for the deer-shooting period; while the demand for shot ammunition is almost completed.

Collections are reported to be still slow and hard to collect. One large wholesaler reported to-day that while he thought there was enough grain in the country for the farmers to pay all their bills with, he was afraid they would not be able to "Buy automobiles next summer or go to California for a trip this winter."

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel,

\$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—\$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Cleavices—7½c. per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24 \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe—¾ in., \$3.25; ½ in., \$4.05; ¾ in., \$5.00; 1 in., \$7.20; 1½ in., \$9.80; 1½ in., \$11.80; 2 in., \$15.30.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6 \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent. smaller lots, 35 per cent.

Iron Pipe, Black—½ in., \$3.15; ¾ in., \$2.30; 1 in., \$2.35; 1½ in., \$3.15; 2 in., \$3.80; 1 in., \$5.45; 1½ in., \$7.45; 1½ in., \$8.95; 2 in., \$11.55; 2½ in., \$18.40; 3 in., \$24.15; 3½ in., \$32.25; 4 in., \$36.75; 4½ in., \$42.50; 5 in., \$47.50; 6 in., \$61.50; 7 in., \$95.50; 8 in., \$118.

Logging Chain—¼ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Pig Lead—\$4.75. Lead Pipe—\$5.75.

Lead Waste—\$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12,

34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¾c; lath yarn, 9c.

Sheet Zinc.—Casks, \$8.75; broken lots, \$9.25.

Steel Squares—40 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I. C., \$9.75; I. X., \$11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, \$10.25; ½ box, \$5.50; I. X., full box, \$14.25; ½ box, \$7.50; 20 x 39, I. C., full box, \$13.50; ½ box, \$8; I. X., full box, \$15.50; ½ box, \$9.

Tinware, Etc.—Pressed, retinned and plain 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., \$3.05; plain twist, \$3.40; staples, \$3; annealed wire, base, \$3; oiled, 10c. extra; bright iron \$3.20 base; brass spring wire, base, 23c.; plain galvanized iron, Nos. 6, 7 and 8, \$3.50; No. 9, \$2.90; 10, \$3.60; No. 11, \$3.70; No. 12, \$3.10; No. 13, \$3.40; No. 14, \$4.25.

Wire Nails.—per 100 lb. keg, \$2.80, Winnipeg.

Paint and Oils.

No depressions effected has as yet been noticed on the demand for paints and oils, and these are moving just as freely as ever. Prices for turpentine and linseed oil remain unchanged; the former at 85c per gallon in barrels and 95c per gallon in small lots, while the latter at \$1.15 per gallon for raw and \$1.18 for boiled. Little flax has as yet arrived on the market, but so much damage has been caused to this crop, that it is expected that prices will hold steady at the high figures prevailing last fall.

Putty and Glass.

The demand holds strong for these lines, and more orders than could be supplied for the former were again received last week. Prices prevailing in this line amount to \$3.15 per 100-lb. drums, while \$2.75 per 100 lbs. is cost of 900-lb. casks. Putty in barrels is quoted at \$3.15 per cwt., and \$3.40 in 100-lb. cases. Glass is active and prices holding firm on the \$3.50 basis.

First break, all under 25 united ins., \$3.50 per 100 sq. ft.; second break, 26-40 united ins., \$3.75 per 100 sq. ft.; third break, 41-50 united ins., \$4.25 per 100 sq. ft.; fourth break, 51-60 united ins., \$4.75 per 100 sq. ft.

Methods of Retailing Paints and Varnishes

Continuity of Purpose in Paint Department

Following Up Each Progressive Effort by Like Steps Leads to a Fullest Measure of Success—The Experience of a Chatham, N. B., Hardwareman—Details of a Good Window Display.

A five minute April shower would not do a great deal of good. The effects would soon pass off. It requires a thorough and lasting rain to bring up the budding verdure.

Is is the same in everything. In business affairs, success is achieved by the maintenance of a steady policy and not

off before the next one is made if delay is permitted to creep in, or that quite frequently their work is rendered absolutely futile by lack of continuity of purpose.

Jones was a hardwareman in a small Canadian city. He had always managed to scrape a living out of his busi-

ness, but your company supplied me with. But sales don't seem to pick up any."

Brown, the traveler, had been making a study of Jones' methods, and he accordingly started in to give the dealer the benefit of his observations. "Your weakness is just there," he said. "You sent out a circular last fall, but did you do anything to follow it up? Did you send out any more circulars with fresh arguments in a week's time or so? When men came into the store, who had received those circulars, did you speak to them about it? No, I'll bet you just dropped it like a hot potato right there. No wonder the results haven't satisfied you. Now here's a rule which holds good in practically every case. The first time that a man's attention is drawn to a certain subject, his interest is aroused, but that same subject has to be brought up again several times, perhaps, before he becomes convinced. If he hears nothing more after the first time, his interest dies out, and your work has been for nothing. You've got to hammer it home."

Follow Up Closely.

Brown was quite right. To make a complete success of his paint department, the hardwareman must show continuity of policy. He must follow up each step closely to make sure that nothing of the effect is allowed to slip away, and he must never allow his own interest in the matter to flag. If you lack interest yourself, you cannot expect to arouse very much interest in your customers.

Window displays are effective, but they are not likely to have much effect if not backed up by brisk methods of salesmanship. Each move must fit in with the general plan, which in itself must be complete.

Successful Following Up.

An evidence of what can be done by properly following up in the paint campaign, is supplied in the following incident. A splendid exhibit of paint was made at the Chatham, N.B. fall fair, by a firm of Canadian paint manufacturers. The local agent for this firm was H. B. McDonald, and he decided that it would pay him to follow up on the splendid impression that had been made. Accordingly, he purchased the complete stock which had made up the exhibit and arranged it in his store window. A picture of the window is herewith reproduced, and all will acknowledge that



Effective paint display in the window of H. B. McDonald, Chatham, N.B.

by occasional brilliant strokes. Following up and keeping everlastingly at it, are the two rules which must be obeyed.

And it is right there where so many fail to make a success of paint retailing. They do things spasmodically, attending to the department by fits and starts. They have not realized that the good effect of one salesmaking effort wears

ness, but there were a few particulars in which he had to acknowledge failure. One was his paint department. He had never sold enough to make it begin to pay and he had, in fact, accumulated some losses there

"It's queer," he confided to the traveler for a paint house." I put in window displays every now and then, and last fall I sent out some literature

The Western Hardware Market Situation

The Trade is Beginning to Feel the Effects of the Severe Weather—Optimism Still Prevails, But Collections are Reported to be Slow—Paints and Oils Active.

Winnipeg, October 16th.—At last the hardware trade is beginning to feel the effects of the severe wet weather which has been prevailing in Western Canada. A few fine days prevailed last week, and harvesting was general throughout the three provinces, but these were immediately followed again by heavy showers, which has resulted in the delaying of all operations for a few days at least. Reliable reports from all quarters indicated that the quality of the wheat has been seriously affected, but as the price for low grades is remaining steady, fair returns will be received by the majority of the farmers of Western Canada. In spite of these reassuring prices, however, trade during the week shows a considerable falling off, and should the wet weather continue, there is little doubt but that it will be affected to a considerable extent. Western business men are full of optimism, however, but at the same time it requires grit to keep on expecting large increase in trade when the weather is dead against it.

The farmers of Western Canada appeared to have a fortune in their hands, but the majority of it has been wiped out during the last two months.

In the general lines there is little new. Trade is quiet, as a kind of intervening period is now prevailing. Fall orders have all been pretty well supplied, and the rush for winter supplies have not yet started to any extent. Rifles and ball cartridges are moving freely for the deer-shooting period; while the demand for shot ammunition is almost completed.

Collections are reported to be still slow and hard to collect. One large wholesaler reported to-day that while he thought there was enough grain in the country for the farmers to pay all their bills with, he was afraid they would not be able to "Buy automobiles next summer or go to California for a trip this winter."

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel,

\$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—\$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Cleavices—7½c. per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24 \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe—¾ in., \$3.25; ½ in., \$4.05; ¾ in., \$5.00; 1 in., \$7.20; 1½ in., \$9.80; 1½ in., \$11.80; 2 in., \$15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6 \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent. smaller lots, 35 per cent.

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By it others are judged. It combines all the good points of the Old Dutch process, with scientific improvements by which the body and color are perfected.



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LIMITED

Montreal

Halifax

St. John

Toronto

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PAINT AND OIL MARKETS

MONTREAL.

Montreal, Oct. 19.—White lead has taken the expected jump. The supply of all kinds of lead is short, and the painter's product was bound to go up, in the opinion of those best informed.

The linseed oil situation has eased a little, just why is hard to say, for manufacturers openly admit that they are experiencing great difficulty in securing flax seed. "This may be serious," said the manager of one concern. "But if the new crop comes in before the old is quite exhausted we will be all right. There are always a few weeks when it seems the old seed may give out before the new is ready for use."

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The new quotations are: One ton lots, \$6.35; five ton lots and upward, \$6.20. For shipments of less than a ton, \$6.50.

Putty.—The demand remains strong, as is usual in the fall. The supply is good, quotations being as follows. Bulk, barrels, \$2.20; bulk, cwts., \$2.45; bladder, barrels, \$2.70; bladder, cwts., \$2.80; 25's, loose, \$2.25; 5's, cased \$2.70; 12½'s, cased, \$2.90.

Linseed Oil.—Despite the fact that there is a shortage of flaxseed, the linseed oil situation has eased off, prices even being generally quoted at a cent lower than last week. Yet, while this is true, the supply is none too large. One firm, indeed, refused an order for twenty barrels this week. The manager did not like to dispose of that quantity with the market in the present uncertain condition.

Some firms stick to the figures of last week, but generally the price is quoted at \$1 for raw, and \$1.03 for boiled oil.

Glass.—While the shipments of glass have been heavy, there is not yet enough in Canada to fill the orders on file; nor is there likely to be enough before navigation closes. This means that there will have to be overland transportation from St. John, which will naturally increase the price of the glass ten cents per hundred pounds.

Double glass has not been as high, in

the handler's opinion, as it should be. There is likely, therefore, to be an increase in price here before a change is made in the common glass.

Prepared Paints.—The rush which often comes at this season is not so noticeable this year, a fact which is more a subject for rejoicing than for lamentation. It does not indicate any falling off in business, but merely that the dealers have conducted their paint departments better this year than in the past. They have kept their stock up to the mark right along, so that it has not been necessary to have large orders rushed at the last.

Petroleum.—Here the demand is increasing weekly, working up to the maximum, which it is expected it will attain just before the close of navigation. The dealers are anxious to secure their supply by the cheapest mode of transportation, and so are placing their winter orders early enough to insure shipment by water. Prices remain as for some time back, the quotations being: Sarnia prime white, 14c; American water white, family safety, 15c; Pratts' astral, 19c.

Turpentine.—There has been practically no change here, either in price or demand. The supply is good, sufficient in fact to enable prompt filling of orders. In barrel lots, 74c. a gallon is generally quoted.

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a contingency possible. The inability of the crushers to get flaxseed is tending to make the situation rather critical.

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Putty.—There is a rush of business now in putty to get supplies in before the closing of navigation when prices will automatically advance. Standard putty is quoted as follows: Bulk, in casks, \$2.20; in 100-lb. drums, \$2.25; in 25-lb. drums, \$2.65; bladder, in barrels, \$2.75. Pure putty prices remain the same: Bulk, in casks, \$2.50; in 100-lb. drums, \$2.80; in 25-lb. drums, \$2.90; bladder, in barrels, \$3.

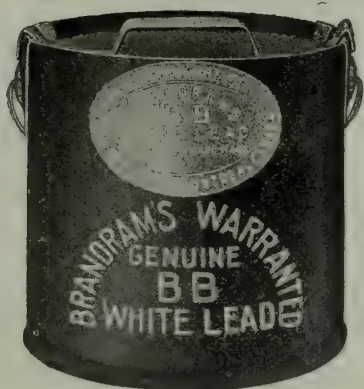
Glass.—The demand continues exceptionally heavy. Glass is still scarce and difficulty is being experienced all along the line in meeting orders. The strike in England is stated to be one of the primary reasons for the slow delivery of supplies from Belgium.

White Lead.—As stated in last week's edition, the price of white lead has been advanced 20 cents. The announcement was received as the paper went to press and only a line could be inserted. The advance had been confidently expected for two weeks, owing to the largely increased cost of the raw material. It did not, therefore, create any surprise nor did it interfere with business. Some good-sized orders have been booked at the advanced rate and retailers seem quite willing to buy on an advancing market.

Prepared Paints.—While there has been a satisfactory volume of business done, no large orders have been received. Dealers are loth to stock up in the fall, preferring to eke out a hand-to-mouth existence. Orders are sent in for small lots as occasion demands. This week, however, the number of sorting orders received has been good, as the dealers are anticipating a heavy trade in paint before the holiday.

Varnishes and Japans.—The demand has been heavy in all lines. With the prospect of a good trade before the holiday, dealers have been sorting up their stocks and laying in heavier supplies than for some weeks back.

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The price has been holding firm here and, if relief does not come soon in the matter of supplies, an advance is not at all improbable.

Turpentine.—The turpentine situation remains the same as at last writing but, as the price on the primary markets continues to go down, the probability of a decrease here shortly is entertained. "Turps" dropped off a couple of cents at Savannah and, while this has not affected local quotations, any further evidences of weakness will inevitably do so. Locally there is a first class demand for turpentine and some large sorting orders are being filled.

Putty.—There is a rush of business now in putty to get supplies in before the closing of navigation when prices will automatically advance. Standard putty is quoted as follows: Bulk, in casks, \$2.20; in 100-lb. drums, \$2.25; in 25-lb. drums, \$2.65; bladder, in barrels, \$2.75. Pure putty prices remain the same: Bulk, in casks, \$2.50; in 100-lb. drums, \$2.80; in 25-lb. drums, \$2.90; bladder, in barrels, \$3.

Glass.—The demand continues exceptionally heavy. Glass is still scarce and difficulty is being experienced all along the line in meeting orders. The strike in England is stated to be one of the primary reasons for the slow delivery of supplies from Belgium.

White Lead.—As stated in last week's edition, the price of white lead has been advanced 20 cents. The announcement was received as the paper went to press and only a line could be inserted. The advance had been confidently expected for two weeks, owing to the largely increased cost of the raw material. It did not, therefore, create any surprise nor did it interfere with business. Some good-sized orders have been booked at the advanced rate and retailers seem quite willing to buy on an advancing market.

Prepared Paints.—While there has been a satisfactory volume of business done, no large orders have been received. Dealers are loth to stock up in the fall, preferring to eke out a hand-to-mouth existence. Orders are sent in for small lots as occasion demands. This week, however, the number of sorting orders received has been good, as the dealers are anticipating a heavy trade in paint before the holiday.

Varnishes and Japans.—The demand has been heavy in all lines. With the prospect of a good trade before the holiday, dealers have been sorting up their stocks and laying in heavier supplies than for some weeks back.

"BAKELITE"

WHAT IS IT?

A BRUSH CEMENT WHICH WHEN HARDENED ABSOLUTELY PREVENTS THE SHEDDING OF BRISTLES FROM A BRUSH.



The exclusive Canadian Right for this wonderful and important improvement in Brush Making has been secured by the manufacturers of the always reliable and up-to-date

BOECKH PAINTERS' BRUSHES

Ask our Salesmen to show you sample section of Brush which they are carrying, so you can see for yourself what a decided advantage it has over the old method of setting Brushes.

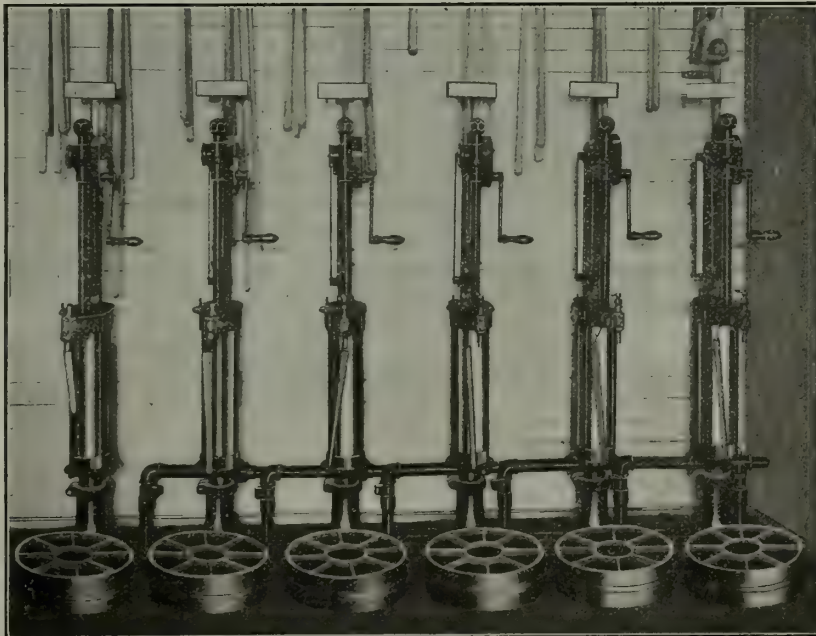
THE BOECKH BROS. COMPANY, LTD.
TORONTO, CANADA

Head Office
80 York Street

ESTABLISHED 1856

Factories
158 to 168 Adelaide Street West

This is a photograph of an installation made for J. H. Ashdown Hardware Co., Calgary. He will tell you it pays. That is why you should have one. Drop a card for free book No. 15



This system handles
Kerosene
Boiled Linseed
Raw Linseed
Turpentine
Machine No. 1
Machine No. 2
and it don't waste a drop. That's why it pays.

It's The Way You Handle Paint Oil That Makes Your Profit.

Your competitors are using Bowser Systems in their business. Can you afford to work with less economy than they? The Bowser System will place you on an equal footing. That is why success always follows their installation.

Let us send you our free book No. 15. Drop a card for it.

S. F. BOWSER & CO., Inc.,

66-68 Fraser Ave., TORONTO, ONTARIO

HARDWARE AND METAL

PLASTER OF PARIS	
Per barrel.....	2 30
FINE TAR	
Half-pint tin, per dozen.....	0 60
PUTTY.	
	Standard.
Bulk in casks.....	2 20
" 100-lb. drums.....	2 65
Bladders in bbls.....	2 75
RED DRY LEAD.	
Genuine, 500 lb. casks, per cwt.....	4 75
Genuine, 100 lb. kegs, ".....	5 25
No. 1, casks, per 100 lbs.....	4 25
No. 1, kegs, per 100 lbs.....	4 75

SHINGLE STAINS.	
In 5-gallon buckets.....	0 75

TURPENTINE AND OIL.	
	Montreal Toronto
Can. Prime white petroleum gal.....	0 12
U.S. Water white ".....	0 13 1/2
U.S. Pratt's astral ".....	0 15 1/2
Castor oil, per lb., in bbls.....	0 08
Motor Gasoline single bbls.....	0 17 1/2
Benzine, per gal single bbls.....	0 15 1/2
Pure Turpentine, single barrels.....	0 72
Wood Turpentine.....	0 60
Turpentine, second run.....	0 65
Linseed Oil, " raw.....	1 00
" " boiled.....	1 03
Rosin, "G" grade, bbl. lots, 100 lbs.....	3 25

VARNISHES.	
	Per gal. cans.
Carriage, No. 1.....	1 50
Pale durable body.....	3 50
" " hard rubbing.....	3 00
Finest elastic gear.....	3 00
Elastic Oak.....	1 50
Furniture, polishing.....	3 00
Furniture, extra.....	1 30
" No. 1.....	0 95
" union.....	0 90
Light oil finish.....	1 35
Gold size Japan.....	3 00
Turps brown Japan.....	1 60
No. 1 brown Japan.....	1 10
Baking black Japan.....	0 85
No. 1 black Japan.....	0 85
Benzine black Japan.....	0 75
Crystal Damar.....	2 50
No. 1.....	2 35
Pure asphaltum.....	1 40
Oilcloth.....	1 50
Lighting dryer.....	0 85
Mastic varnish.....	2 25
Granitine floor finish.....	2 25
Sherwin-Williams' kopal varnish.....	2 00
Canada Paint Co's sun varnish.....	2 25
" Kyanite Interior Finish.....	2 40
" Flint-Lea, coach.....	1 80
B.H. Co's "Gold Medal" in cases.....	3 50
Flatline floor finish.....	3 00
Elastic exterior finish.....	4 25
Stovepipe varnish, 1 pint, per gross.....	5 00
Pure white shellac varnish, in barrels.....	1 75
Pure orange ".....	1 65
No. 1 orange ".....	1 30

WINDOW GLASS	
	Double Diamond
Size United	Star
Inches.....	\$4 25
Under 36.....	\$4 65
36 to 40.....	5 10
41 to 50.....	5 35
51 to 60.....	5 75
61 to 70.....	6 25
71 to 80.....	7 00
81 to 90.....	12 50
91 to 95.....	15 00
96 to 100.....	17 50
Toronto, 30 p.c. to 30 and 5 p.c.	

WHITE LEAD GROUND IN OIL.	
	Per 100 lb
	Montreal Toronto
Munro's Select Flake White.....	6 90
Elephant Genuine.....	6 90
Moore's Pure White Lead.....	6 45
Idly Pure.....	6 30
Agar Pure.....	6 30
Monarch (Windsor).....	6 50
Essex Genuine (Windsor).....	6 30
Grandram's B.B. Genuine.....	7 40
" Anchor, pure.....	6 30
Ramsay's Pure Lead.....	6 30
Ramsay's Exterior.....	5 80
O.P. Co's Decorators' Pure.....	6 30

Western Schedule.
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).	
Extra Red Seal, V.M.....	0 07 1/2
WHITE ZINC IN OIL.	
Pure, in 35-lb. tins.....	0 10
No. 1, ".....	0 07
No. 2, ".....	0 05 1/2

WHITING.	
Plain, in bbls.....	0 70
Gilders bolted in barrels.....	1 00
HARDWARE	
	ADZES.
Carpenters', per doz.....	11 50 14 00
Plainship, ".....	18 30 22 00
AXES AND HATCHETS	
Single bit, per doz.....	6 00 9 00
Double bit ".....	10 00 12 00
Branch Axes.....	6 75 10 00
Broad Axes.....	22 75 25 00
Hunters' Axes.....	5 00 6 00
'Boys' Axes.....	5 75 6 50
Latching hatchets.....	4 70 10 00
Shingle ".....	1 45 6 75
Olav ".....	1 70 5 00
Barrell ".....	5 50 8 85

ANVILS.	
Taylor-Forbes, prospectors.....	0 05 1/2
Buckworth, per lb.....	0 10 1/2

AMMUNITION	
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	

Ordinary drop shot, AAA to cash \$7.50 per 100 lbs. Discount 25 per cent; dust discount. 2 per cent, 30 days; net extras as follows subject to cash discount: Chilled, 40 c. a lb.; buck and seal, 80c.; No. 28 ball, \$1.20, per 100 lbs.; bags less than 35 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS	
Ford's auger bits.....	30 and 10
Irwin's auger.....	47 1/2
Gilmour's auger.....	60
Rookford auger.....	60 and 10
Gilmour's car.....	47 1/2
Clark's expansive.....	40
Jennings' Gen. auger, net list.....	

BARN DOOR HANGERS.	
	doz. pairs
Stearns wood track.....	4 50 6 00
Zenith.....	9 00
Atlas, steel covered.....	5 00 6 00
Perfect.....	8 00 11 00
New Milo, flexible.....	6 00
Double strap hangers, doz. sets.....	6 50
Standard jointed hangers.....	6 45
Steel King hangers.....	6 25
Storm King and safety hangers.....	4 25
Crown.....	4 85
Crescent.....	6 50
Sovereign.....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.)..... 3 25

BARN DOOR LATCHES	
Challenge, dozen.....	2 25
Dedans, dozen.....	2 75
Gauß dozen.....	7 50

BELLS	
Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Seigh bells, shaft and hames, pair, 22c up.	
Seigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	

BELTING.	
Extra, 60, 10 and 10 per cent.	
Standard, 60, 10, 10 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10	
Agriocultural, not wider than 4 in., 75 per cent	
Laos leather, per side, 80c.; out laos, 85c.	

BIRD CAGES.	
Brass and Japanned, 40 p.c.	

BOLTS AND NUTS	
Carriage Bolts, common new \$1 list	Per cent
" " 1/2 and smaller.....	70
" " 7-16 and up.....	
" " Norway Iron (\$3 list).....	60
Machine Bolts, 1/2 and less.....	60, 10 & 10
Machine Bolts, 7-16 and up.....	60
Plough Bolts.....	60, 5 & 10
Blank Bolts.....	60
Bolt Ends.....	60
Seigh Shoe Bolts, 1/2 and less.....	60 and 10
Seigh Shoe Bolts, 7-16 & larger.....	55 and 05
Coach Screws, new list.....	7
Nuts, square, all sizes, 4c per lb. off.	
Nuts, hexagon, all sizes, 4c per lb. off.	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts 80	

BUILDING PAPER, ETC.	
Tarred Slater's paper, per roll.....	70
O.K. paper, No. 1, per roll.....	0 75
O.K. paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, per 400 ft. roll.....	0 45
Plain Fibre, No. 2, ".....	0 37
Tarred Fibre, No. 1, per 400 ft. roll.....	0 55
Tarred Fibre, No. 2, ".....	0 35
Tarred Fibre Cyclone, 25 lb., per roll.....	0 55
Dry Cyclone, 15 lbs.....	0 45
Plain Surprise, per roll.....	0 40
Resin sized Fibre, per roll.....	0 40
Asbestos building paper, per 100 lbs.....	4 00
Heavy straw, plain & tarred, per ton.....	37 50
Carpet Felt, per 100 lbs.....	2 50
Tarred wool roofing felt, per 100 lb.....	1 80
Pitch, Boston or Sydney, per 100 lbs.....	0 70
Pitch, Scotch, per 100 lbs.....	0 65
Heavy Fibre, 3 1/2 & 6 1/2, per 100 lbs.....	3 00
2 Ply Ready Roofing, per square.....	0 70
" " ".....	0 95
3 Ply complete, per roll.....	1 15
" " ".....	1 35
Liquid Roofing Cement, bris., per gal.....	0 15
" " ".....	0 20
Crude Coal Tar, per barrel.....	3 50
Refined Coal Tar, tins, per doz.....	1 25
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel.....	4 50
Cape, per lb.....	0 05
Nails, per lb.....	0 05
Mop cotton, per lb.....	0 15

BUTTS.	
Plated, bower barff & nickel, No. 241, 45 p.	
Wrought brass, 45 p.c. off revised list	
Cast iron loose pin, 50 p.c.	
Wrought steel fast joint an loose pin, 70 p.c.	
Crescent brands, 70 per cent	

CEMENT AND FIREBRICK	
Canadian Portland, bags per bbl.....	1 55 1 70
White Bros. English.....	3 00 3 05
" Lafarge " cement in wood.....	3 40
Fire brick, Scotch, per 1,000.....	33 00 28 00
" " English.....	17 00 21 00
" " American, low.....	33 00 25 00
" " high.....	37 50 35 00
Fire clay (Scotch), net ton.....	5 50

CHALK AND PENCILS	
arpenters Colored, per gross.....	0 65 0 80
" lead pencils, per grs.....	2 40 6 75

CHISELS.	
Cold chisels, 5 x 6 in., doz.....	3 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN	
Proof coil, per 100 lb., 1/2 in., \$6.00; 5-16 in., \$4.85; 1 in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1 in., \$3.65; 1 in., \$3.60; 1 in., \$3.45; 1 in., \$3.40.	
Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 60; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	

CHURCH.	
No. 6, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	

CLAMPS	
Malleable swivel head, 4 in.....	2 50
" adjustable, 4 in.....	7 60
Carpenters, 3 feet.....	3 60

CONDUCTOR PIPE.	
2 inch, in 10 foot lengths.....	3 30
3 " " ".....	4 00
4 " " ".....	5 28
5 " " ".....	7 26
6 " " ".....	8 80

COTTER PINS	
Cotter pins, 90 p.c. Montreal	
Copper and Nickel Ware.	
Copper boilers, kettles, 50 p.c.	
Copper tea and coffee pots, 45 p.c.	
Copper pitta, 30 per cent.	
Foundry goods, hollow ware, 45 p.c.	

DOOR KNOBS	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs. net list.	

DOOR SETS.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	

DOOR HANGERS (PARLOR)	
Single sets, each (Easy brand).....	1 80
Double sets, each.....	3 25
Unbreakable rail, 100 feet.....	5 08

DOOR SPRINGS	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	

DRAW KNIVES.	
Carpenters 6 inch, doz.....	5 25
Folding handles, 8 inch, doz.....	1 80

DRILLS.	
Bit stock drills, 2-32 in., doz.....	
DRYDOUGHTON PINS	
Steel, discount 50 per cent.	
Brass, 15 per cent.	

EAVETROUGHS.	
3 inch. in 100 foot lengths.....	3 90
12 " " ".....	3 15
12 " " ".....	3 68
12 " " ".....	5 25
Extra 10c. per 100 ft. O.G. Round Bead Trough.	

FACTORY MILK CANS.	
Milk cans and pails, 40 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railroad and cream cans and taps, 45 p.c.	
Creamery trimmings, 75 and 12 1/2 p.c.	

FAVORITE.	
Common, cork-lined, 35 per cent.	

FARRIER KNIVES	
Buckworth, 50 p.c.	

FILES AND RASPS.	
	Per cent
Diston's.....	70 and 10
Great Western, American.....	70 and 10
Kearney & Foot, Arcade.....	70 and 10
J. Barton Smith, Eagle.....	70 and 10
McClellan, Globe.....	70 and 10
Black Diamond.....	60 and 10
Delta Files.....	60
Nicholson.....	65 1/2
Jowett's (English list).....	27 1/2

FORGES	
Blacksmiths portable, 135 lbs.....	9 85

GALVANIZED WARE	
Duffrin pattern pails, 50 per cent	
Flaring pattern, 50 per cent	
Galvanized wash tubs, 45 per cent	
GRINDSTONES	
Over 40 lbs. and 2 in. thick, per 100 lbs.....	1 10
Smaller sizes extra.	

HAMMERS.	
Lack, iron, doz.....	0 35
Ladies claw, hammers, 4 doz.....	0 60
Adze eye nail hammer, 1 doz.....	1 25
" " hickory handle, 1 lb., doz.....	6 25
" " straight claw, 1 lb., doz.....	7 00
Farmers hammers, 10 doz.....	5 00
Tinners setting, 1 lb., doz.....	4 50
Machinists, 1 lb., doz.....	3 20
Sledge, Canadian, 5 lbs. and over.....	0 05
Sledge, Masons, 5 lbs. and over.....	0 08
Sledge, Napping, up to 2 lbs.....	0 09

HARVEST TOOLS.	
50 and 5 per cent.	
Sidewalk and stable scrapers, net, \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

HATHENS	
Jute Rope, 1/2-inch.....	9 00
" " ".....	10 00
" " ".....	12 00
Leather, 1-inch.....	4 00
Leather, 1 1/2 ".....	5 20
Web.....	9 45

HINGES	
Blind, discount 50 per cent.	
Heavy T and strap, 4-in. 100 lb. net.....	7 25
" " " 5-in. ".....	7 00
" " " 6-in. ".....	6 75
" " " 8-in. ".....	6 60
" " " 10-in. and larger..	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 per 100 lb.	4 00
over 12.....	3 50
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

CONGO NEVER LEAK ROOFING

Guaranteed Until 1921

Every roll of Congo two and three ply roofing carries with it a genuine Insurance Bond from the National Surety Company guaranteeing that it will last *ten years*.

That guarantee Bond means that every Congo roof laid this year must give absolute protection *until 1921*.

This is real Roof Insurance

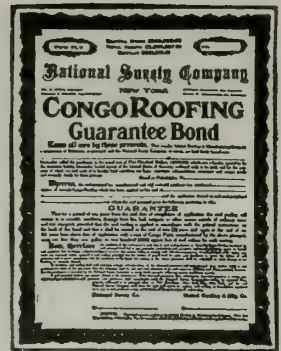
We are the *only* manufacturer who has confidence enough in his goods to back up his guarantee with a *real* Surety Bond.

Write to-day for samples of Congo, copy of the Bond and further information.

We want you to know just what we are offering, and when you once know, you will see it is the best on the market.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.



Fac Simile of 10 Year Bond

WIRE BALE TIES

Other Specialties we make are

Annealed Wire
specially soft and pliable.

WIRE NAILS
Perfect heads and points.
Full weight

For Baling Hay, our Wire, made, all the time, from the finest quality Bessemer Rods, will give the

most complete satisfaction. It will be found at least 10 per cent. stronger than any other Baling Wire on the market. Better send along an order. There is real satisfaction and profit in handling this well-known line. Get our prices.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man.

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

Works, DON SPEEDWAY

TORONTO

THE LINE OF SUSTAINED PROFIT!

Quality Builds Reputation, and Quality Sustains it! For 85 years

HEINISCH

SHEARS

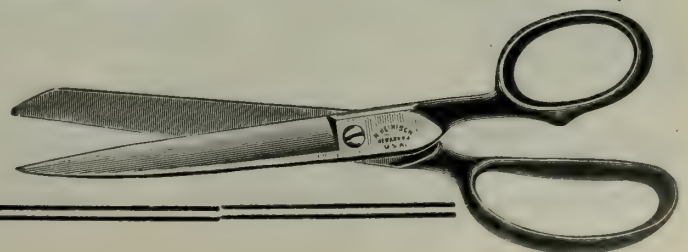
have set a standard of the highest quality; they are goods that are a pleasure and profit to handle.

No more complaints for the dealer who sells HEINISCH GOODS!

TAILORS' SHEARS, TRIMMERS, TINNER SNIPS, SCISSORS

R. HEINISCH'S SONS CO., Newark, N.J., U.S.A.

SOLD BY ALL
JOBBER



HARDWARE AND METAL

KNIVES

Hay knives, net list.
Claus, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES

Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 90
Potato mashers, wire, per doz. 0 60 0 70
" wood 0 50 0 80
Vegetable slicers, per doz. 2 25
Universal meat chopper, No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 5 and 10 p.c.
Star Alchopper 5 to 32 1 35 2 00
" 100 to 108 1 35 2 00
Kitchen hooks, bright 0 60
Tomatoers, 50 p.c.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS

Japanese, 45 per cent.
No. 3 or 4 Plain Old Blast, per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., \$5.10; 9-in. wheel, 3 knives, 12 in., \$6.75; 9-in. wheel, 5 knives, 12 in., \$7.75; 10-in. wheel, 4 knives, 12 in., \$8.50; 10-in. wheel, 4 knives, 12 in., ball bearing, \$10.00; 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., \$5.10; do., 4 knives, \$6.25; 9-inch wheel, 3 knives, 12 in. sizes, \$6.75; do., 4 knives, \$7.25; 10-inch wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing do., \$10; do., 5 knives, \$10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS

Tinsmiths', 2 1/2 x 5 1/2 in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz. 15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH

Tandem metal polish paste, 6 00
Aroline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, \$6 dozen
Flocks, 6 to 7 lb., 4.65 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 1 1/2 cents per lb
Drilling hammers, 6 cents per lb
Crowbars, 3 cents per lb.

MOPS AND IRONING BOARDS

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

NAILS

	Wire
1-1 1/2 inch	3 35
1 1/2 inch	3 00
1 1/2 inch	2 75
2-2 1/2 inch	2 65
2 1/2 inch	2 50
3-3 1/2 inch	2 45
3 1/2 inch	2 40
4-5, 5 1/2, 6 inch (Base)	2 35
Out nails—Montreal, \$2.40; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 3 3/4 per cent.	
Pressed spikes, 3/4 diameter, per 100 lbs..	2 85

OAKUM

Plumbers per 100 lb. 4 50

OILERS

Kemp's Tornado and McClary's Model
galvanized oil can, with pump, 5 gal-
lon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS

Hollowware, 40 per cent discount
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42 1/2 per cent.
"Singalese" and "Alaski" Nevada
silver flatware, 42 p.c.

PINED WARE

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
4, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitta, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS

Button's genuine, 3 3/4 to 40 per cent.

PUMPS

Berg's wing pump, 75 per cent.

RASERS

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	37 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE

Sisal rope, 1/2 in. and upwards, 1/2 in. 9c.	0 08 1/2
Pure Manila rope, 1/2 in. and upwards, 1/2 in. 9c.	0 10 1/2
"British" Manila, 1/2 in. and upwards, 1/2 in. 9c.	0 08 1/2
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, 1/2 in. diam. and over, 1 1/2 in. under 1 1/2 in., 1 1/2 in.	
Jute, 1/2 and upwards, 1/2 in. 9c.	0 08
Lath yarn, single	" 8 1/2
Lath yarn, double	" 8 1/2
Sisal bed cord, 4 1/2 feet, per dozen	0 65
Sisal bed cord, 6 feet, per dozen	0 80
Sisal bed cord, 7 1/2 feet, per dozen	0 95
Cotton clothes line, 2 1/2 off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12 1/2 per cent.
Copper Burrs only, 2 1/2 p.c.
Extras on Coppered Rivets, 1-lb. packages 1c. per lb.; 1/2-lb. packages 3c. per lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2 1/2c. per lb.

RIVET SETS

Canadian, 35 to 37 1/2 per cent.

RULERS

Boxwood, No. 63, 2 foot, doz. 1 15
Vory, No. 1282, 2 foot, each 3 50

SAD IRONS

Mrs. Potts, No. 55, polished, per set	0 80
" No. 50, nickel-plated, " per set	0 85
" handles, japanned, per gross	8 40
Common, plain, " per gross	4 25
" plated, " per gross	6 50
Asbestos, per set	1 50

SAND AND EMERY PAPER

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, 1/2 lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs.	1 55

SASH COORD.

No. 8, per lb. 0 33

SAWS

Atkins Hand and Crosscut, 25 per cent.
Diston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 2 1/2 inches	1 60
Perfection window screens, 14x15, open 2 1/2 inches	1 80
Model window screens, 14x22, open 3 1/2 inches	2 25

SCALES

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelleu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.
Canadian, 40 per cent.

SCREW DRIVERS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10

Set, case hardened	60
Square cap	50 and 06
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" Iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per dozen 16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japa: 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS

Starr skates, 37 1/2 per cent.
Boker, hockey 30c. upwards; spring, Empire hockey sticks, \$3.00, \$3.50.
Micmac and Rex sticks, \$4.00, \$6.00.
Fucks net, \$1.50.

SHOVELS AND SPADES

Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.;
No. 3 and 4 grade, 50 and 2 1/2 p.c.

SQUARES

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7 1/2, doz. net.. \$2 85

SWAPS

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12 1/2 per cent.
Retained, 75 and 12 1/2 per cent.

SAP SPOUTS

Bronzed iron with hooks per 1,000 7 50
Kureka tinned steel, hooks 8 00

STAPLES

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 6 75
Blind, per lb. 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS

Dennis Wire & Iron Co., 33 1/2 p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES

5 and 6 inch, per 100 lengths	7 62
7 inch	8 18
Nestable, 40 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz. 1 22
7-inch	" 1 35
Polished, 15c. per dozen extra	
Thimbles, 70 p.c.	

STOCKS AND DIES

No. 20 Beaver Die Stock, 18 75

STONES—OIL AND SCYTHE

Wasbitha	per lb. 0 25	0 37
Hindostan	" 0 06	0 10
" slip	" 0 18	0 20
" Axe	" 0 10	0 10
Deer Creek	" 0 10	0 10
Deerlick	" 0 25	0 25
" Axe	" 0 15	0 15
Lilly white	" 0 42	0 42
Arkansas	" 1 50	1 50
Water-of-Ayr	" 0 10	0 10
Scythe	per gross 3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; 1/2 weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimp, blue, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copr - *acks, 45; copper nails, 50;

trunk nails, black, 60 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 25 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 47 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Luffkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1832, 66 ft. ea.	1 10
" Metallic, No. 1831	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12 1/2.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 50 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	80
" Rat Traps	1 20
Eazy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12 1/2
Hinged pipe vise, 25 lbs.		3 55
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 00
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gear	

WINDOW GLASS



MANY dealers do not recognize what good profits are made from the sale of Window Glass.

Just now Window Glass can be bought low, and the prices for retail being well established, the profits are high.

We have a splendid retail list showing the prices for re-tailing glass that will be a help to all dealers.

Stocks are coming forward very slowly, and orders should not be delayed for

Star Glass Diamond Glass
Double Glass
26-oz. and 32-oz. Glass
Enamelled Glass Colored Glass

We advise all dealers to look over their stocks. Now is the time to sort up when prices are low and you are sure of having your assortment complete. The demand is very heavy, and it will be a case of first come first served for the best assortment very soon.

We are Ready to Quote or to Ship

A. RAMSAY & SON CO.
MONTREAL
Established 1842





Trade Mark  Reg'd 1877

"DOMINION"

"THE CROWN OF QUALITY"

Polished Canada Plates

Bright Finish

Easy To Work

A. C. LESLIE & CO., LIMITED
MONTREAL




YOUR SUCCESS

depends on the goodwill of your customers. You can hold their goodwill just so long as you give them value and service.

Let us help you to give value. By getting the best value in your buying, you can give the best value in your selling.

If you can sell as good a brush as your competitor at a lower price and still make as large a profit, you are going to increase your "goodwill" and profits.

The better the value the larger the turnover, and the larger the turnover the bigger the profits.

Figure it out for yourself and wait for our travelers before buying your 1912 Brushes. They are carrying bigger and better value than ever.

G. F. STEPHENS & CO., Limited
Paint and Varnish Makers
WINNIPEG **CANADA**
BRANCH AT CALGARY

HARDWARE AND METAL

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Bar Urns Buffalo Mfg. Co., Buffalo, N.Y.	Cans Thos. Davidson Mfg. Co., Montreal. McClary Mfg. Co., Toronto The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg	Clothes Wringers Cummer-Dowswell Ltd., Hamilton, Ont. American Wringer Co., New York City	Emery or Corundum Wheels Canadian Hart Wheels Limited, Hamilton, Ont.
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Belting, Hose, etc. Gutta Percha and Rubber Mfg. Co., Toronto.	Carriage Springs and Axles Guelph Spring and Axle Co., Guelph.	Corrugated Iron The Galt Art Metal Co., Galt, Ont.	Enameled Ware Davidson Thos., Mfg. Co., Montreal The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg McClary's, London, Ont. Ernest Stevens, Ltd., Cradley Heath, England
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Boilers and Radiators Pease Foundry Co., Toronto Taylor-Forbes Co., Guelph, Ont.	Cattle and Trace Chains Greening, B., Wire Co., Hamilton. McKinnon Chain Co., St. Catharines Oneida Community Limited, Niagara Falls, Ont.	Cutlery—Razors, Scissors, etc. Caverhill, Learmont & Co., Montreal Crookes, Jonathan, & Son Dorken Bros., Co., Montreal. Frothingham & Workman, Ltd., Montreal Heinisch, R., Sons Co., Newark, N.J. Howland, H. S. Sons & Co., Toronto.	Fencing—Woven Wire The Steel Co. of Canada, Ltd., Hamilton
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Brass, Sheets, Tubes and Rods Tallman Brass & Metal Co., Hamilton			Fire Irons Charles Lindsay, Glasgow, Scotland
Brass Goods Jas. Cartland & Son, Ltd., Birmingham, Eng. Morrison, Jas., Brass Mfg. Co., Toronto. Taylor-Forbes Co., Ltd., Guelph, Ont. Tallman Brass & Metal Co., Hamilton			

An Unbeatable Combination

Good Quality—Reasonable Price—
Fair Profit—that's the kind of mer-
chandise you like to sell.

Add to the above a splendid reputa-
tion established throughout the Dom-
inion for nearly fifty years and you
have a good idea of what it means to
sell

Canada Paint Co's PAINTS, COLOR and VARNISHES

The quality of each product is insured
by pure raw materials, correct
formulæ and years of experience.
The price and profit are right because
of our large, up-to-date manufactur-
ing facilities and the enormous vol-
ume of business we have built up.

It's this powerful combination of
Right Quality, Right Price and Right
Profit that makes Canada Paint Deal-
ers enthusiastic.



MONTREAL TORONTO WINNIPEG

300%

Increase in "61" Floor Varnish Sales. This is the
result of Pratt & Lambert's three years' advertising,
specializing on

"61" FLOOR VARNISH

This Fall they are advertising

VITRALITE

"THE LONG LIFE WHITE ENAMEL"

as well as "61" in most of the great leading magazines
in Canada and U. S. "61" will be pushed as hard as
before. Vitralite will be pushed as hard as "61" ever
was. Buy on a rising market. NOW is the time.

Send for our Dealer's Vitralite and "61" Offer Now.



WINNIPEG

CALGARY

EDMONTON

SUPERIORITY!

We have spared no expense in the
manufacture of NEW ERA PAINT,
which has resulted in a paint that
will outlast, cover more surface,
hold its color better, stand
more extremes of the
weather and give a more
brilliant finish than
any high-priced
paint you
can
buy.

NEW
ERA
PAINT

NEW ERA is a paint made
especially to meet the requirements
of the most critical user, and is sold
at a price that is within estimates of
every painter.

Write to-day for this guaranteed paint—it will pay you
Standard Paint & Varnish Co., Limited
WINDSOR ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

HARDWARE AND METAL

Firearms and Ammunition

Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes

Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co., London

Fire Place Furnishings

The Barton-Netting Co., Ltd., Windsor, Ont.
Charles Lindsay, Glasgow, Scotland

Food Choppers

Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa

Foot Warmers

Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Forgings

Steel Co. of Canada, Limited, Hamilton

Furnaces, see Stoves

Galvanizing

Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron

W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal

Gas Fixtures

The Barton-Netting Co., Ltd., Windsor, Ont

Glass

Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental

Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co. Toronto.

Glass, Wired

Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds

Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue

The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appleby Bridge, Eng

Go-Carts, Etc.

Gendron Mfg. Co., Ltd., Toronto

Grindstones

Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns

Harrington & Richardson Arms Co., Worcester, Mass.

Handles

Still, J. H., Mfg. Co., St. Thomas

Hardware Specialties

Taylor-Forbes Co., Ltd., Guelph, Ont

Hay Unloading Tools

F. E. Myers & Bro., Ashland, Ohio

Hinges

Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks

Still, J. H., Mfg. Co., St. Thomas.

Hooks

Steel Co. of Canada, Limited, Hamilton

Hoop Iron

Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Horseshoes and Nails

Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers

North Bros. Mfg. Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic

Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron and Steel Bars

Steel Co. of Canada, Limited, Hamilton

Iron Pipe

Canadian Tube & Iron Co., Montreal
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps

Aylmer Pump & Scale Co., Aylmer
McDonnell, R., Co., Galt, Ont.

Ladders

Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf

Hamilton Brass Mfg. Co., Hamilton

Lampblack

The L. Martin Co., New York
Wilkes Martin Wilkes Co., New York

Lanterns

Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton

The Sheet Metal Products Co. of Canada

Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Lawn Mowers

D. Maxwell & Sons, St. Mary's, Ont.
Jas. Smart Mfg. Co., Brockville, Ont.
Taylor, Forbes Co., Guelph, Ont.
S. F. Townsend & Co., Orange, N.J.

Lawn Swings

F. E. Myers & Bro., Ashland, Ohio
Stratford Mfg. Co., Stratford, Ont.

Lighting Fixtures

Jas. Morrison Brass Mfg. Co., Toronto
Locks, Knobs, Escutcheons, etc.

Belleville Hdw. and Lock Mfg. Company
Belleville.

National Hardware Co., Orillia

Peterborough Lock Mfg. Co., Peterborough, Ont

Lumbering Tools

Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents

Henderson & Richardson, Montreal
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal
Western Distributors Ltd., Saskatoon
Whitlock & Marriott, Moose Jaw

Mantels and Grates

The Barton-Netting Co., Ltd., Windsor, Ont

Metals

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal

Frothingham & Workman, Ltd., Montreal

Gibb, Alexander, Montreal.

Leslie A. C., & Co., Montreal

Lysaght, John, Bristol, Eng.

Magnolia Metal Co., Montreal

Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Samuel, Benjamin & Co., Toronto

The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Talman Brass & Metal Co., Hamilton

Thompson, B. & S. H. & Co., Montreal

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt

Metallic Roofing Co., Toronto

Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng

Metal Store Fronts

Canada Foundry Co., Ltd., Toronto

Corbett Foundry & Machine Co., Owen Sound

Mop Sticks

Tarbox Bros., Toronto

Mop Wringers

White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers

The Bridgeport Hdw Corp., Bridgeport, Conn.

Nails, Wire

Parmenter & Bulloch Co., Gananoque

Steel Co. of Canada, Limited, Hamilton

Oilers

Thos. Davidson Mfg. Co., Montreal

The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Wright, E. T., & Co., Hamilton, Ont.

Oil Stones

Canadian Hart Wheels, Hamilton, Ont

Oil Stoves

McClary Mfg. Co., London

Queen City Oil Co., Toronto

Oil Tanks

Bowser, S. F., & Co., Toronto

Corbett Foundry & Machine Co., Owen Sound

Ornamental Iron and Wire

Canadian Wire Goods Mfg. Co., Hamilton

Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes

Berry Bros., Limited, Walkerville, Ont.

W. T. Bigsby & Sons, London, Eng

Brandram-Henderson, Montreal

Canada Paint Co., Montreal

Dougal Varnish Co., Montreal

Imperial Varnish and Color Co., Toronto

International Varnish Co., Toronto, Ont

Martin-Senour Co., Montreal

Moore, Benjamin, & Co., Toronto.

Pratt & Lambert Inc., Bridgeburg, Can.

A. Ramsay & Son Co., Montreal

Riverwin-Williams Co., Montreal

Standard Paint and Varnish Works, Windsor, Ont.

G. F. Stephens & Co., Winnipeg, Man

Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover

Dougal Varnish Co., Montreal

Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals

Canada Wire Goods Mfg. Co., Hamilton

Greening, B., Wire Co., Hamilton.

Pig Iron

Steel Co. of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized

Steel Co. of Canada, Limited, Hamilton

Poultry Netting

Greening, B., Wire Co., Hamilton, Ont
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives

International Tool Co., Detroit

Pumps

Canada Foundry Co., Ltd., Toronto

R. McDougall Co., Galt, Ont

F. E. Myers & Bro., Ashland, Ohio

Putty

Steel Co. of Canada, Limited, Hamilton

R.R. Angle Bars

Steel Co. of Canada, Limited, Hamilton

R.R. Axles

Steel Co. of Canada, Limited, Hamilton

Razors

Gillette Safety Razor Co., Montreal

International Distributing Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Refrigerators

Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers

Canadian Ferrosteel Co., Bridgeburg, Can

Canadian Heating & Ventilating Co

Owen Sound

Rivets

Steel Co. of Canada, Hamilton

Parmenter & Bulloch Co., Gananoque

P. L. Robertson Mfg. Co., Ltd., Milton

West, Ont.

Roofing Supplies

Barber Asphalt Co., Philadelphia

Canadian Supply Co., Toronto

Dominion Roofing Co., Ltd., Toronto

Galt Art Metal Co., Galt, Ont.

McArthur, Alex., & Co., Montreal

Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto

Standard Paint Co., Montreal

Unicel Roofing & Mfg. Co., Philadelphia, Pa

Winnipeg Paint & Glass Co., Winnipeg

Rope

Consumers Cordage Co., Montreal

Independent Cordage Co., Toronto

Rules and Gages

Jas Chesterman & Co., Ltd., Sheffield, England

Saws

Atkins, E. C., & Co., Indianapolis, Ind

Diaston, Henry, & Sons, Philadelphia

Shurley Dietrich Co., Ltd., Galt, Ont

Union Mfg. Co., Guelph, Ont

Spear & Jackson, Ltd., Sheffield, Eng

Scales

American Cutlery Co., Chicago

Aylmer Pump & Scale Co., Aylmer, Ont.

Burr, W., Stewart & Milne Co., Hamilton

Frothingham & Workman, Montreal.

Screws, Nuts, Bolts

Steel Co. of Canada, Limited, Hamilton

Scythe Stones

The Carborundum Co., Niagara Falls, New York

Shears, Scissors

R. Heinek's Sons Co., Newark, N.J

J. Wiss & Sons Co., Newark N.J.

Shovels and Spades

Frothingham & Workman, Montreal.

Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware

McGlashan, Clarke Co., Niagara Falls.

Meriden Britannia Co., Hamilton, Ont

Oneida Community, Ltd., Niagara Falls

Standard Silver Co., Toronto

Toronto Silver Plate Co., Ltd., Toronto

Spikes, Railway, Ship or Pressed

Steel Co. of Canada, Limited, Hamilton

Sprayers

Cavers Bros., Galt, Ont

T. Collins Mfg. Co., Toronto

Thos Davidson Mfg. Co., Montreal

The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

E. T. Wright & Co., Hamilton

Spring

B. Greening Wire Co., Ltd., Hamilton

Chicago Spring Butt Co., Chicago, Ill.

Taylor-Forbes Co., Ltd., Guelph, Ont.

Staples

B. Greening Wire Co., Ltd., Hamilton

Steel Co. of Canada, Limited, Hamilton

Steel—High Speed

Alexander Gibb, Montreal

Steel—Cold Rolled Strip

Morris & Bailey Steel Co., Pittsburg,

Steel Rails

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stencils

McClary's, London, Ont.

The Sheet Metal Products Co. of Canada

Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Store Ladders

F. E. Myers & Bro., Ashland, Ohio

Increase Your Paint Sales!!



We have found we can materially increase a dealer's paint sales by a little intelligent co-operation with him.

Here is one of the "selling helps" Minerva agents are getting the benefit of this week.



ONE
CENT
STAMP

MR. PAINT BUYER

YOUR TOWN

CANADA



It consists of a folder attractively printed with the dealer's name in prominent type on the back. Your customers believe it was sent out by you, although as a matter of fact we print it, address it, stamp it, and all you do is furnish the list.



It shows your customers why they should paint this Fall and tells them something of the merits of Minerva Pure Ready Prepared Paint.



This is only one of a number of selling helps we give the dealer which enables our agents to get the Paint Business in their district.



Let Us Tell You About Some of the Others.

**PINCHIN, JOHNSON & CO.
(Canada), Limited**

377-387 Carlaw Ave., Toronto, Can.



Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—

2c. per word first insertion.

1c. per word subsequent insertion.

5c. additional each insertion when Box Number is required.

ADDRESS WANTED

HOLDER OF BOX 580, send street address and we will forward replies. **HARDWARE AND METAL**, Toronto.

BUSINESS CHANCES

FOR SALE—Smart little hardware business; good turnover; stock about \$4,500. Must be sold quick; owner going West. Box 593, **HARDWARE AND METAL**, Toronto. (39tf)

FOR SALE—Hardware, stove and tin business. Established over 20 years. Stock about \$5,000. Must be sold at once. Good stand and business. **J. D. MURDOCH**, Simcoe, Norfolk County, Ont. (38tf)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. **D. FERGUSON**, Teeswater. (16tf)

HARDWARE BUSINESS FOR SALE in rapidly developing Saskatchewan city of 15,000. Excellent surrounding district. Stock and fixtures run about \$3,500. For particulars write Saywell, Saskatoon. (42)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. **Elliott Fisher, Limited**, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. **International Time Recording Company of Canada, Ltd.** Office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. **American Multigraph Sales Company, Ltd.**, 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. **Copeland-Chatterson Co., Ltd.**, Toronto and Ottawa. (tf)

CCOUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. **Dominion Register Co., Ltd.**, Toronto.

PERIODICAL DEPT.

THE MACLEAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **MACLEAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. **The Maclean's Magazine**, Toronto.

MISCELLANEOUS

CCOUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. **Business Systems, Limited, Manufacturing Stationers**, Toronto. (tf)

DDOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," **Otis-Fensom Elevator Co., Traders Bank Building**, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. **Egry Register Co.**, Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FROM NOW TILL THE END OF THE YEAR we offer unusually good bargains in second-hand Typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. **THE MONARCH TYPEWRITER CO., Limited**, 46 Adelaide Street West, Toronto, Ont.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. **Leach Concrete Co., Limited**, 100 King St. West, Toronto.

MOOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. **W. J. GAGE & CO., Limited**, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by **William Mitchell Pens, Limited**, London, England. **W. J. Gage & Co., Limited**, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. **Warwick Bros. & Rutter, Ltd.**, King and Spadina, Toronto (tf)

YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. **National Cash Register Co.**, 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. **Taylor-Forbes Company, Limited**. Supplied by the trade throughout Canada. (tf)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution

SITUATIONS VACANT

TWO A1 experienced salesmen wanted, to sell a high grade line of shears, scissors, razors, strops and cutlery specialties for large manufacturer. One territory, Manitoba and North-West Canada, the other territory, Quebec and Ontario. Only energetic, live and high-class salesmen between the ages of 25 and 45 need apply. Box 598, **HARDWARE AND METAL**, Toronto. (43)

WANTED—At once, good steamfitter. **COCHRANE HARDWARE LIMITED**, North Bay, Ontario. (42)

WANTED—At once, first-class hardware man. Apply with references, **COCHRANE HARDWARE LIMITED**, North Bay, Ont. (42)

WANTED—A good nickel plater for stove concern. Good wages; steady job. Apply Box 597. **HARDWARE AND METAL**, Toronto. (42)

WANTED—Competent young man as traveller in the West. One with knowledge of stove and furnace business preferred. Apply to **THE BURROW, STEWART & MILNE CO., Limited**, Hamilton, Ont. (42)

WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. **MACLEAN PUBLISHING COMPANY**, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—Hardware traveller to travel in British Columbia. Must be a salesman with experience on the road. Good salary will be paid to competent man. Apply Box 595, **HARDWARE AND METAL**, Toronto. (42)

WANTED—Two experienced hardware men. Must be well posted in builders' hardware and the stove trade. Apply **MULHALL HARDWARE, Limited**, Ottawa. None but first-class men wanted, with good references. (42)

WANTED—Good hardware clerk of good appearance, good habits, good salesman, stock-keeper and window dresser. A permanent position for a hustler. Apply, stating age, experience, references if any, salary required, to Drawer 805, Cobalt. (42)

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, **HARDWARE AND METAL**, Toronto (24tf)

SITUATIONS WANTED

A FIRST-CLASS SALESMAN, with ten years' experience in hardware and kindred lines, giving up travelling, will be open for a position as sales-manager or buyer on January 1st anywhere in Canada. Box 599, **HARDWARE AND METAL**, Toronto. (43)

ADVERTISER having thorough practical knowledge of hoop, strip, bar and rod manufacturing, seeks position, or would like to meet influential gentlemen with view to organizing rolling mills. Apply Box 74, **HARDWARE & METAL**, 88 Fleet Street, London, England. (45)

In the Heart of Your Business

The heart of your business should perform two great functions — just as the heart of the human body does. It should force out the life-blood of the business — **PAINT** — into all possible channels of the community, and then it should pump back the life-blood — **PROFIT** — which is absolutely necessary to sustain your business and keep it in a healthy growing, flourishing condition. If the Paint, the life-blood that goes out from the heart of your business is of poor quality, the life-blood, Profit, that comes back to the heart will not be rich enough to build up your business body, and it will become stunted and weak.

**Martin-Senour
Paint**

Martin-Senour Paint 100% Pure will bring back Martin - Senour Profit and your business may grow to be a strapping giant

**Martin-Senour
Profit**

if you keep the pump working right. Write today for full directions how to strengthen the heart action of your business. Address



THE MARTIN SENOUR CO., Limited

Pioneers of Pure Paint

MONTREAL

CHICAGO



Dougall Varnish	is made from the finest materials.
Dougall Varnish	is made by skilled workmen.
Dougall Varnish	is properly aged and tested before leaving the factory.
Dougall Varnish	covers more surface than any other varnish.
Dougall Varnish	will not crack or peel.
Dougall Varnish	is made to stand the weather.
Dougall Varnish	is the varnish that lasts longest.

Be good to your customers—Sell them DOUGALL VARNISH

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST.

J. S. N. DOUGALL, President

MONTREAL

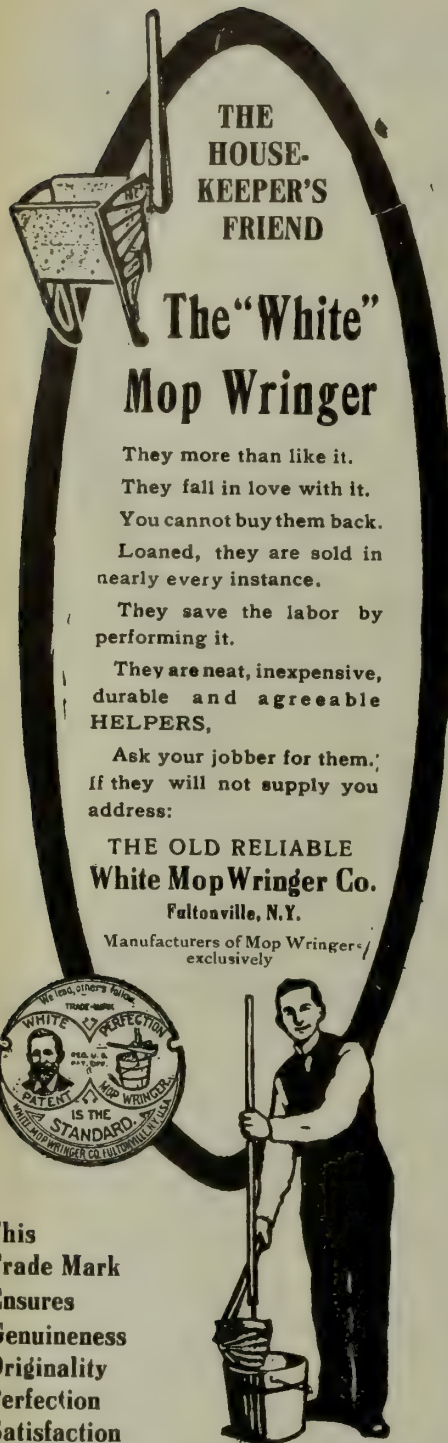
CANADA

Associated with Murphy Varnish Co., U.S.A.

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in nearly every instance.
They save the labor by performing it.
They are neat, inexpensive, durable and agreeable **HELPERS**.
Ask your jobber for them. If they will not supply you address:
THE OLD RELIABLE White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively



This Trade Mark Ensures Genuineness Originality Perfection Satisfaction



MADE ON HONOR
SOLD ON MERIT

THE RIGHT PAINT

To Sell and to Use.

As people buy paint to use—the only measure of paint value is in the service it gives—the paint that gives the right results on the job is the right paint for the dealer to sell.

Lowe Brothers High Standard Liquid Paint

is paint of performance—always dependable—one gallon like another—each brushful like the last—the most satisfactory of all paints.

"High Standard" paint is the result of right ingredients, plus improved machinery, plus half a century of experience—a sum total that represents the highest achievement in the paint-making world to-day—**BEST RESULTS**.

Sell more *satisfaction* by giving "High Standard" Paint to your customers—Co-operate with our publicity effort—our direct advertising campaign, and you will build up a profitable business that will grow year by year—a business of which you will be justly proud.

There is a "High Standard" representative coming to see you. He has the evidence. We request your kind consideration in his behalf.

Lowe Brothers, Limited

TEMPORARY OFFICE:

261 King St. W. - Toronto

DAYTON, NEW YORK, BOSTON, CHICAGO, KANSAS CITY



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc

Willington Mills, London, England

Moore's Sani-Flat

is a flat-drying oil paint, specially recommended for Wall Painting, Woodwork, Furniture, Steel Ceilings, Burlap and for all classes of interior decorating.

It produces that desired dead flat finish, having the soft, velvety effect of water color, combined with the advantages of being washable and durable as oil paint.

Easy to apply, sets slowly and covers perfectly without showing laps or brush marks.

Sani-Flat is unfading and covers fifty per cent. more to the gallon than ordinary oil paint.

Write us for Details and Prices.

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK

CLEVELAND

CHICAGO



SOME OTHER LEADERS IN THE FAMOUS
MOORE LINES ARE:

MURESCO

TILE-LIKE

IMPERVO FINISHES

HOUSE COLORS

MOORAMEL

FLOOR PAINT

HARDWARE AND METAL



No. 63



No. 700



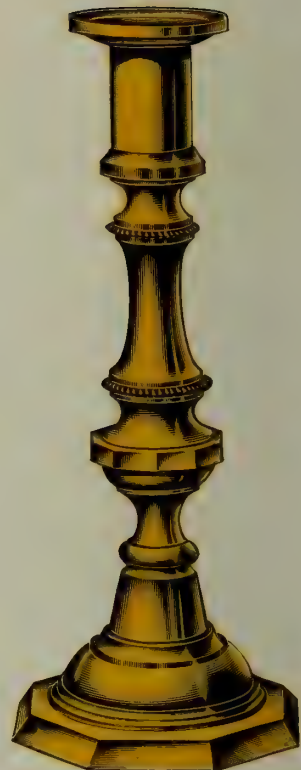
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No. 200



No. 800 with stand



No. 301



No. 56



No. 14



No 21

For PRICE LIST and DISCOUNT write

THOMAS B. LEE, 30 Front Street E. TORONTO



RECIPROCITY

Busted on the second lap. Not so with the

"Kansas" Pruning Knife

(Improved)

as on this all of both countries that are posted are of one and the same opinion.

That it is the only up-to-date Pruning Knife on the market, that it has stood the test by practical demonstrations and actual use for years

The KANSAS PRUNING KNIFE is AUTOMATIC, no levers to work by hand.

Just put the hook over the limb and pull on the handle "that's all."

It does heavy work and does it fast. Every orchard man needs it, and should be able to purchase it from any up-to-date dealer.

Write for circulars and prices.

International Tool Co.

Cor. Porter and 4th St., Detroit, Mich.

TAYLOR-FORBES CO., Limited.

Guelph, Ont., Canadian Manufacturers

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.



The L. MARTIN CO.

Manufacturers of the

Highest Standard Lampblacks

for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

FORTY YEARS' EXPERIENCE AND EXPERIMENT

have enabled us to produce a line of Standard Varnish Products entirely reliable and unequalled in quality and wearing properties by any on the market. You, Mr. Hardwareman, cannot afford to chance your reputation by handling inferior products. You want to sell goods that will guarantee repeat orders. See that your shelves are well supplied with

ELASTICA—Floor Finish,

LACQUERET—The Brightener of the Home,

SATINETTE—A Perfect White Enamel,

KLEARTONE STAINS—Acid and Oil,

FLATTINE—Finishes.

They are the surest guarantees of successful trading. Sold only in full Imperial measure cans, and made by the

INTERNATIONAL VARNISH CO.
Limited

CANADIAN FACTORY OF THE STANDARD VARNISH WORKS

TORONTO

WINNIPEG

Improved Patent Flush
Handle

For Prices, Catalogues, etc., apply to

F. H. SCOTT; 133 Coristine Bldg., Montreal

CHESTERMAN'S

MEASURING TAPES

Linen, Metallic
and Steel

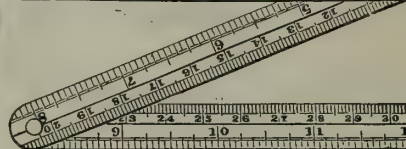
TRADE



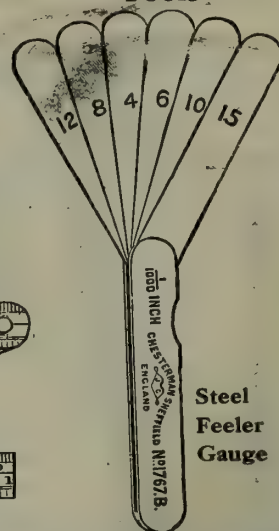
MARKS



TREBLE



Steel Rules, Gauges, etc.

Engineers' Small
ToolsSteel
Feeler
Gauge

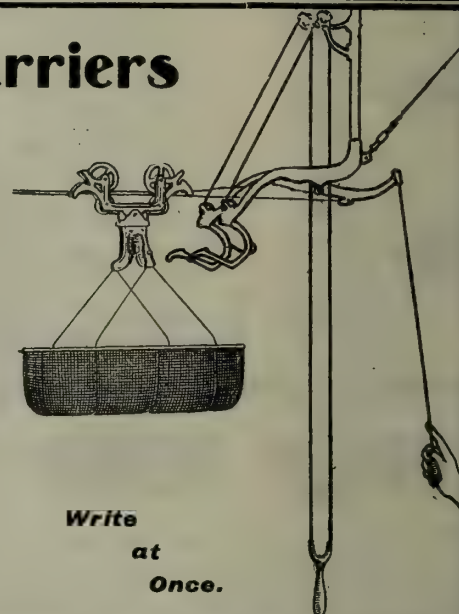
Our Up-to-date Package Carriers

GIVE MAXIMUM SERVICE TO EVERY USER

Besides being very convenient and economical, they give your store an up-to-date business appearance—an appearance that will help to draw high-class trade to your store.

They are well and strongly made and as the weight and strain are divided between two wires there is less liability to breakage of the wires than with single wire systems.

They work with greater ease and with more rapidity and occupy less space than any other make.



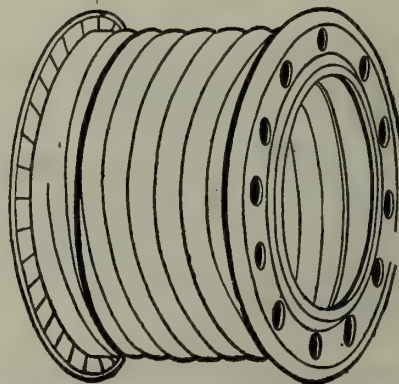
Write
at
Once.

HAMILTON BRASS MFG. CO., Limited, Hamilton Ont.

MONTREAL OFFICE—327 Craig St. W.

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

O.K. THIMBLES



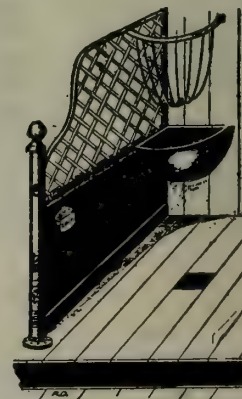
Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers.

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

When writing advertisers kindly mention having seen the advertisement in this paper.

The World's largest manufacturers of Pure Lamp Blacks

stand behind every pound of lamp black sold under the Bear Trade-mark shown on the accompanying illustration of label.

Less than nine years ago, this firm, *as a firm*, did not exist, although the men composing it have been many years in the lamp black trade.

Since that time we have been able to secure two-thirds of the entire lamp black business of North America.

Consistent good quality did it!

A recent addition to our plant, made necessary by the increasing confidence of the trade, makes our factory the largest of its kind in the world.

We manufacture all the Standard Grades of pure Lamp Black. Our product is sold by all reliable wholesale houses.

Wilckes Martin Wilckes Company

NEW YORK, N. Y.

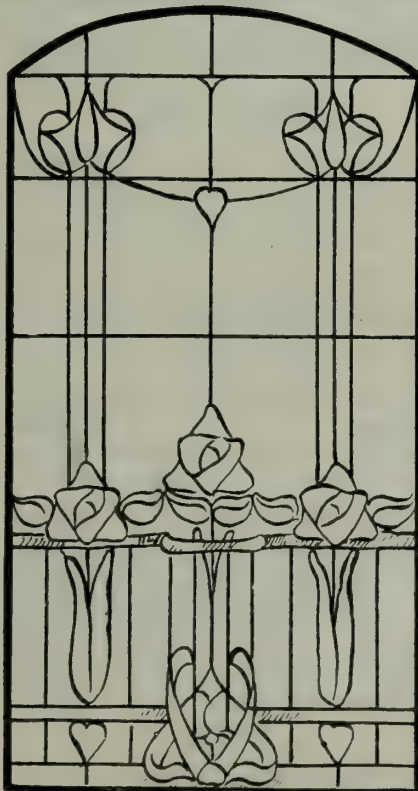
U. S. A.



Leaded Art Glass

Have you a copy of our Leaded Art Glass Catalogue—contains large numbers of up-to-date colored designs?

==
WRITE US
==



Thorne Hold Fast Metal Store Front Bars

Special Catalogue, dealing entirely with store front construction, mailed on request.

==
WRITE US
==

The HOBBS MANUFACTURING CO., Ltd.

Factories and Warehouses: LONDON TORONTO MONTREAL WINNIPEG

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

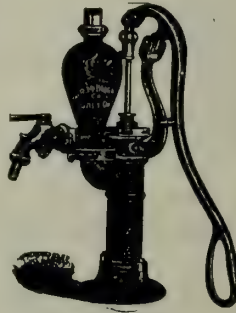
They are metal—hand fitted valves—air tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write

THE R. McDOUGALL CO., Limited

GALT, CANADA



An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

It is the safest and most convenient ladder for painters and contractors as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.]

The

Stratford Mfg. Co.

Limited

Stratford - - Ontario



CARRIAGE SPRINGS & AXLES

ANCHOR BRAND



THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - - - ONTARIO

PUMPS

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch House

NOVASCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA
PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - - - - - Montreal

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

DARK NIGHTS

Lanterns sell rapidly at this time of the year. If you haven't ordered yet, NOW IS THE TIME. Send your order to us, and your customers will be perfectly satisfied with their purchases.

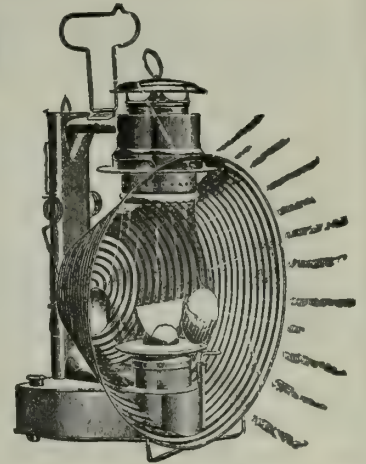
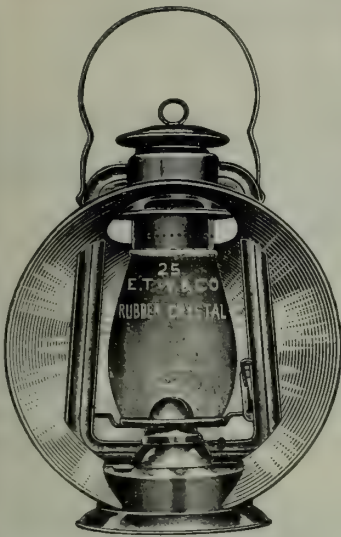
WRIGHT'S

No. 25 Japanned Reflector Lanterns.
With Dash Attachment.
12" Bright Tin Corrugated Reflector.

No. 20 Japanned Searchlight Lanterns.
Fitted with Dash Attachment.
12" Bright Tin Corrugated Reflector
Large Oil Well

E. T. WRIGHT & CO., Hamilton, Can.
(H. G. WRIGHT)

Winnipeg distributing agents—MERRICK-ANDERSON CO., Winnipeg, Man.
Vancouver distributing agents—MACPHERSON & TEETZEL, Vancouver, B.C.
Winnipeg agents—W. REYNOLDS & CO., Winnipeg, Manitoba
Toronto agent—F. B. WILSON, 33 Maitland Street, Toronto, Ontario



MAPLE LEAF

"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO

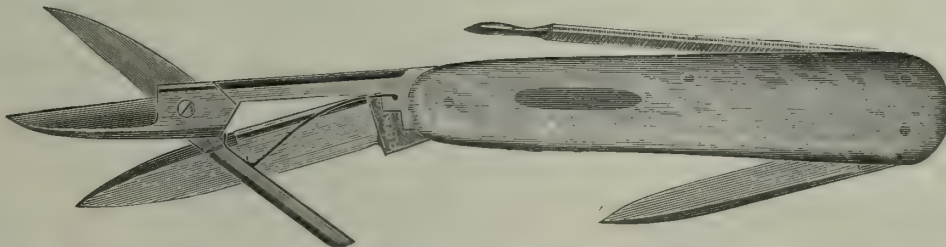
and

VANCOUVER, B. C.



A Word in Advance.

H. BOKER & CO.'S "TREE" BRAND CUTLERY



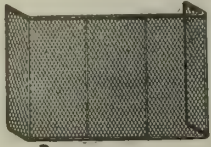
It doesn't pay to wait until the cutlery season arrives before you fix up your plans. See about it now. It is not too soon. Make up your mind to cut once for all with inferior quality and its disappointments. Stock nothing but the very best, which is H. Boker & Co.'s "Tree" Brand Cutlery. You will obtain more profit—sell more cutlery during the next three or four months than you have ever done in any corresponding period, because every article bearing the famous "Tree" is guaranteed perfect.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

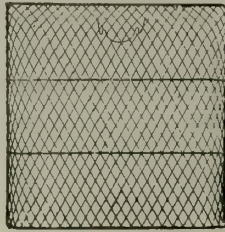
**We are Headquarters for
SPARK PROOF FIRE GUARDS.**

You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.**

Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.



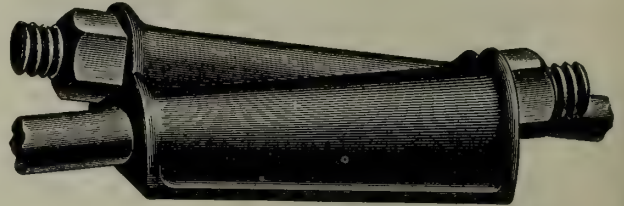
Send for illustrated price list



CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.
We Solicit Your Inquiries.

TANK LUGS



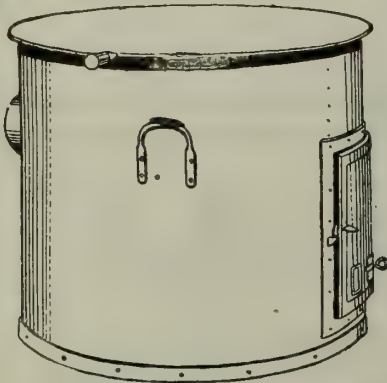
For bands on Water Tanks, Silos, Penstocks, Kilns, etc. Round from $\frac{3}{8}$ to $1\frac{1}{2}$ inch, also for flat bands up to 6 inches. Best Malleable Iron. Prompt Shipments.

Otterville Mfg. Co., Limited,

**OTTERVILLE
ONTARIO**

**Erie Steel
Feed Cooker**

These cookers are indispensable to farmers, butchers or stockmen. Grains that are useless for other purposes, by the use of the cookers are made as valuable as the best marketable product. Made in 7 sizes for burning wood. Nos. 20, 30, 40, 60, 75, 90, 120. Grates for burning coal supplied when ordered.



Made by **ERIE IRON WORKS, Limited** ST. THOMAS, ONTARIO

**Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts**

Uniform Product, Accurately Machined

**CANADA FOUNDRY COMPANY
LIMITED**

**MONTREAL
HALIFAX
OTTAWA**

**HEAD OFFICES
TORONTO
CANADA**

**WINNIPEG
VANCOUVER
ROSSLAND**

**Not an Enterprise
for the "Quitter"**

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

**THIS
IS ONE
of the
many kinds
of Machines
I supply
for making
WIRE
ARTICLES**

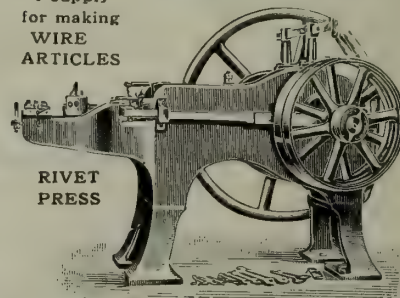
**MACHINERY
DRAWING, NETT-
ING, CRIMPING,
CUTTING, WEAV-
ING WIRE.**

**FOR
Making**

Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats Electric-welded Chain, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, and Any other Article made from WIRE.

SEND FOR LISTS

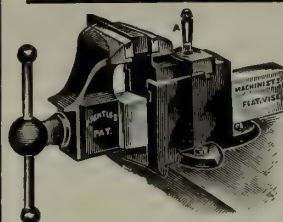
ED. BRAND
Wire Machinery Specialist
472 Moss Lane East
Manchester, Eng.
Cable Address: "Elires,
Manchester."
Co used: A. B. C., 5th ed.



**RIVET
PRESS**

Do Not Be Misled by Inferior Imitations.

There is but one



**PRENTISS
VISE**

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Christine Bldg., Montreal.

Sole Agents for Great Britain: Chas. Neal & Co., 112 Queen Victoria St., London, E. C.

Corporate Mark

STAMPED ON THE



GENUINE ARTICLE

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

**PEN, POCKET & SPORTING
KNIVES, RAZORS, &c.**

For Sale by Leading Wholesale Houses

Sheet Brass

Prompt delivery from stock

Tallman Brass & Metal Co.

HAMILTON, ONT.



THE CHAPIN STEPHENS CO.

Manufacturers of Rules, Levels, Planes,
Gauges, Hand Screws, Etc.

THE CHAPIN-STEPHENS CO.

UNION FACTORY

PINE MEADOW, CONN., U.S.A.

When in the market for

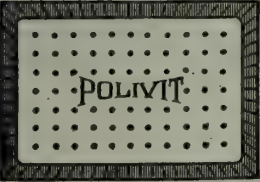
Glues, Gelatines, Size, Etc.

you often have to order goods without
having time to get quotations, etc. Get
our lists now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England



Retails at 40 cents

A Revolution in
**SILVER AND ELECTRO
PLATE**

Cleaning and Polishing

POLIVIT PATENT CLEANER

Does all the work in ONE MINUTE and requires
NO LABOR—NO POWDER—NO BRUSH—
QUICK, SIMPLE, AND EFFICIENT.
ABSOLUTELY HARMLESS
GOLD MEDAL, LONDON, 1908

Every POLIVIT sold will sell a dozen others and create an enormous
demand. All the large English hotels now using it. Be sure and
stock POLIVIT.

Write for Pamphlet and Prices

A. A. SHUTE, Fredericton, N.B.

SOLE AGENT FOR CANADA

WALL PLASTER

PLASTER BOARD—THE COMBINATION
GOOD RESULT LATH.

"Empire" Woodfibre Plaster, "Empire" Cement
Wall Plaster, "Empire" Finish Plaster, Gold
Dust Finish Plaster, Trowel Plaster of Paris
and other Gypsum Products.

Shall we send you plaster literature?

Manitoba Gypsum Co., Limited

WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.



REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

J. A. HENCKELS

TWINWORKS

CUTLERY

SOLE AGENTS

F. W. LAMPLOUGH & CO.

9 DeBresoles St., - - MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINOS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 3933

P. O. Box 267

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building
39 St. Paul St., QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

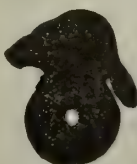
S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Wiebach & Hilger, Limited, special New York Representatives, 108-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FEED COOKERS.



When in need of cookers for boiling Feed, just drop a line to

The James Bros. Foundry Co.
PERTH, ONT.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

FILTERS.

GALVO FILTER & STERILIZER
Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
Write for Doctors Reports on the Galvo
ANTI-SPLASH
FILTERS Plain or Screw Faucets 25c. Write for dischs.
Anti Splash Filter Co. Owen Sound Ont.

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - Birmingham

HARDWARE SPECIALTIES.

If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

THE COLLINS MFG. CO. - TORONTO

IRON.

PIG IRON STEEL PLATES, BARS and ANGLES BAR IRON

David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

MOOSE JAW

Whitlock & Marlatt

Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

JAS. BISSET & CO.

MANUFACTURERS' AGENTS

260 St. Paul St., QUEBEC, QUE.

Cars distributed, warehoused and forwarded.

BUSINESS SOLICITED.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of
Plow Castings.

The Hilborn Co., Ayr, Ontario.

A want ad. in Hardware and Metal will bring replies from all parts of Canada.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canvas Nails, Beutehoen Pins, Leather Shoe and Overshoe Buckles, Felice Plates.

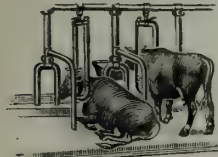
SHELF BRACKETS.

Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the Bradley Steel Bracket. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

STANCHIONS



O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear loose.

Canadian Potato Machy, Co., Limited, 205 Stone Rd., Galt, Ont.

TIMBER JACKS.

TREWHELLA BROS.
AUSTRALIAN MONKEY JACKS
for clearing land of TREES, ROOTS and STUMPS



They are simple, powerful, reliable, ex- editious. A necessary tool for every farmer.

TREWHELLA BROS
9 Alma Street, Smethwick, Birmingham, Eng., and Trentham Victoria, Aust

TOOL HOLDERS.

OUR OFF-SET TOOL HOLDERS



Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.

Write for Catalog.
ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave. U. S. A.
CHICAGO



TRUCKS.

Corbett Roller Bearing Trucks are the only modern trucks on the market.

Used by railroads, steamboats, factories, dry kilns, stores, warehouses, etc.

Write for illustrated Catalogue.

CORBETT FOUNDRY & MACHINE CO.
OWEN SOUND ONTARIO

Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.



WIRE SPRINGS.

WE MAKE A SPECIALTY OF
WIRE SPRINGS

for COMPRESSION and EXTENSION

James Steele, Limited, Guelph

JIM'S

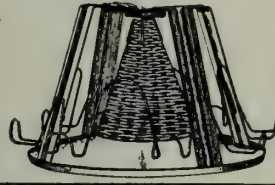
Wire Cone Toaster

enables the user to toast five slices beautifully in two minutes and always satisfies.

It is a certain seller—write for prices.

HARKINS & WILLIS

ANN ARBOR, MICH.



TOASTERS.

MOP-STICKS

OF DURABILITY

are the "TARBOX BRAND"

No. 8 Plain Cloth Holder.

No. 10 Combination Brush

Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by

TARBOX BROS., - Toronto, Ontario

If you want to buy or sell any store equipment article, to buy or sell a business, engage as clerk or manager, etc.,

TRY A

Condensed Ad.

IN

Hardware and Metal

For two cents a word you can talk across the continent.

Malleable Iron Castings

for Carriages and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

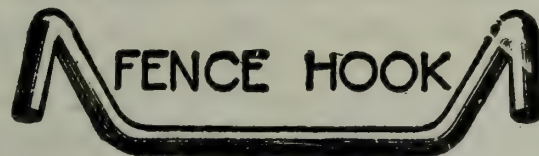
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



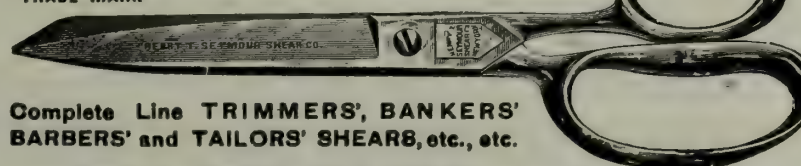
SEYMOUR SHEARS

The Standard for nearly a century

"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.

TRADE MARK



TRADE MARK

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

Latest catalog will be sent in exchange for your business card.

THE JOHN STEVENS CO., Limited

Wholesale Plumbers' Supplies

WINNIPEG

WE CARRY A COMPLETE STOCK OF
Steampipe, Fittings and Brass Goods

All orders receive prompt and satisfactory attention.

Write now for FREE copies of Blue Prints for septic tanks.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will
Extinguish
Any Kind
of Fire!



Special
Prices
on
Application

Secure
Agency
for your
District

There 's no cure for fire—

Only Prevention

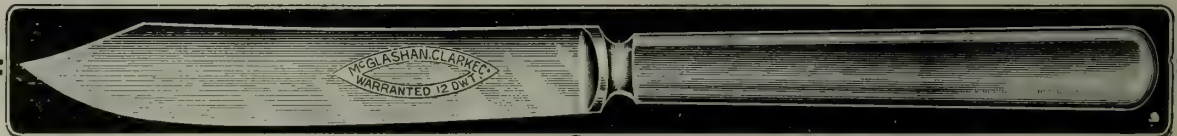
Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Or, **GEO. H. SAYWELL, Saskatoon**

327 Cumberland Ave., Winnipeg; 10 Adelaide W., Toronto



The "FRUIT KNIFE" of Quality

This Handsome Fruit Knife is made in 3 grades - 12, 6 and 2 dwt.—and is put up in an elegant white satin-lined box. Better send for our descriptive catalogue and prices.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal; N. F. GUNDY, 61 Albert St., Toronto; David Phillip, 291 Portage Ave., Winnipeg.

BUTTERMAKERS DEMAND THE "FAVORITE" CHURN

because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests. As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from $\frac{1}{2}$ to 30 gallons.



David Maxwell & Sons, St. Mary's, Ont.

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FIRST
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ON ACCOUNT OF THE
EXPERIENCE OF THE
MAKERS.



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SALES

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The Ontario Lantern and Lamp Co., Limited

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McKinnon Electric-Welded Chain

SWELL
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Our Halter Chain can now
be secured in an electro-
galvanized rust-proof finish.



Send for samples and
prices, which will prove at-
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The Name "McKinnon" Guarantees "Quality Perfect" Chain

MADE ONLY BY

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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
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Bars, Hoops, Angles, Beams, Channels, etc.

Galvanized and Black Sheets, all grades.

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Antimony, Copper, Tin, Lead, Zinc.

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M. & L. Samuel, Benjamin & Co.

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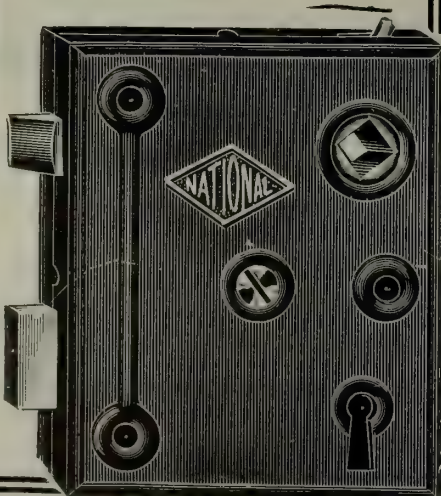


These two essentials of a really satisfactory lock are combined with others in

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The locking mechanism is entirely pivoted on a central pin, and is simple in the extreme—a great advantage over other styles.

For strength and fine finish our locks are unequalled.



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"Where Quality Counts"

Our Up-to-date Restaurant Urns



The quality and attractiveness of our URNS have put them in the foremost places in the finest Restaurants and Hotels in the country.

They are guaranteed to be satisfactory and bring the best results.

Our URNS are not expensive—you will have a quick seller and a reasonable profit.

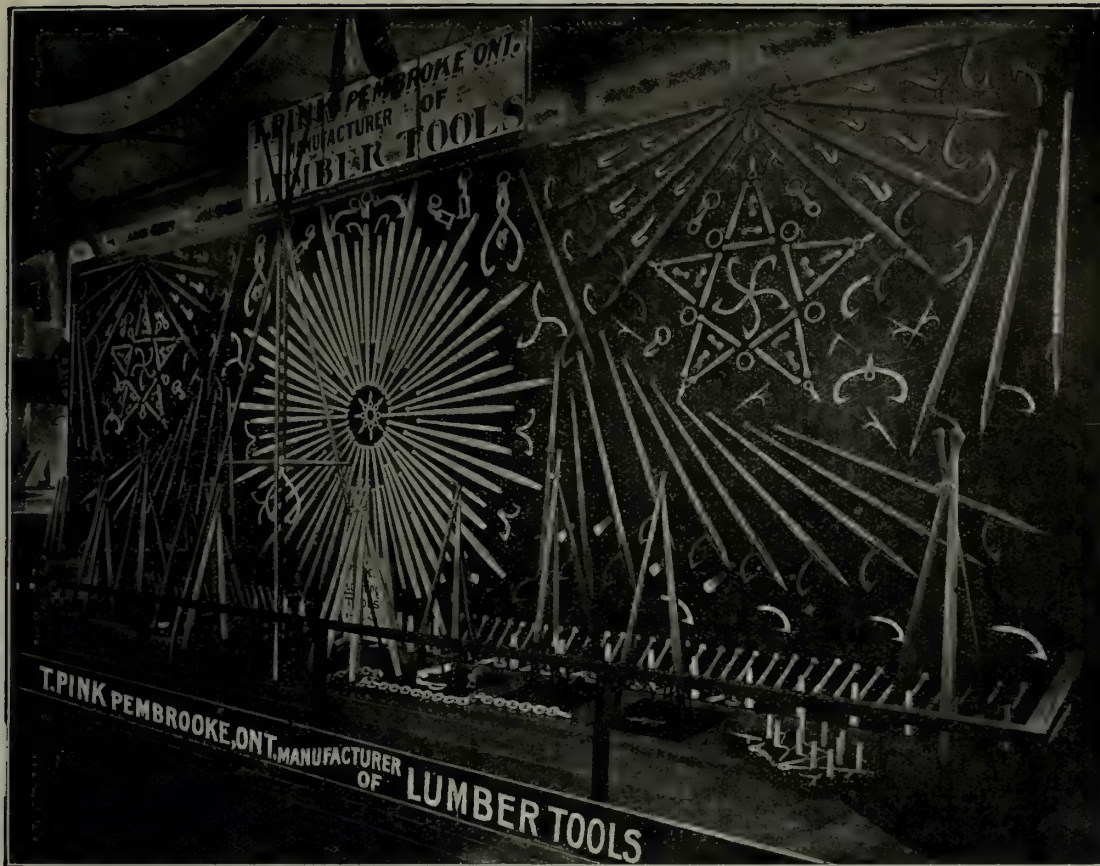
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Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
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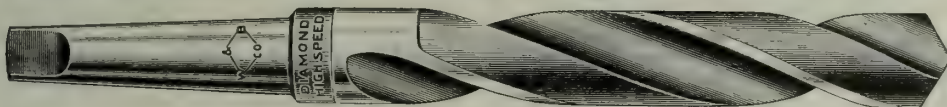
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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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There are three reasons why “Diamond” High Speed Twist Drills are the most efficient drills you can obtain.

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They have exactly the right combination of hardness and toughness for the maximum life of high duty with the minimum chance of breakage.

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STOCKS CARRIED AT WINNIPEG AND MONTREAL



Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.



c. 190

E. C. ATKINS & CO., Inc.

MAKERS OF STERLING SAWS

Hamilton, Ont.

U.S. Factory, Indianapolis, Ind.

WHEEL BARROWS

for Every Purpose

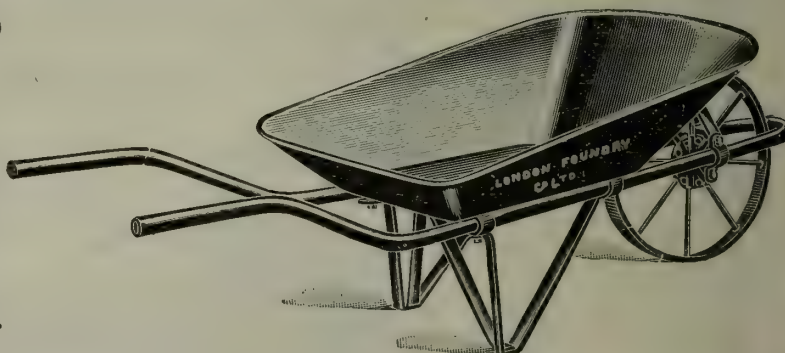
We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

Send for Illustrated Catalogue

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London - Canada

Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

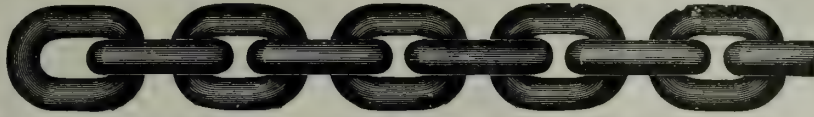


SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.**

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

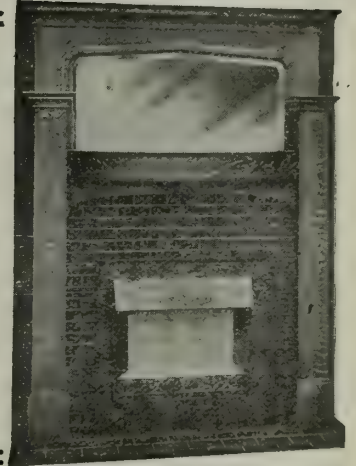
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

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THE CONNOR BALL-BEARING WASHER

is a decided improvement over other makes and has grown extremely popular in every household in which it is used.

It has a hinged rubber and cover, which when raised will drain all the water back into the machine,

whereas on the ordinary washer the top must be lifted completely off, causing the water to drop on the floor, thereby making unnecessary work for the housewife, cleaning up. This top is easily handled.

Our agency proposition is certain to interest you. Write for prices.

J. H. CONNOR & SON, LTD., Manufacturers, OTTAWA

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FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.

Brockville, Ont., Jan. 23rd, 1909
Messrs. J. W. Harris Mfg. Co., Ltd
129 Sanguinet St., Montreal

Dear Sirs:

Enclosed you will find my cheque to cover account for the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. Harrison



Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal



When a Sportsman
drops into your store
don't miss the opportunity of showing
him your stock of

"Ross" Rifles

Few men who like guns---even if they have one or more---
can resist the temptation to own a "ROSS" after they have handled one, tried its
mechanism, looked over its sights.

It's a good time right now to sell "ROSS" Rifles. Don't let your stock run low.

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ROBERTSON

SOCKET HEAD

WOOD SCREWS

GET
OUR
PRICES



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SQUARE
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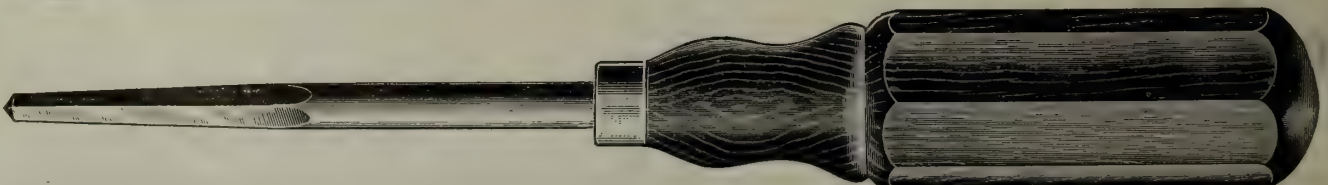
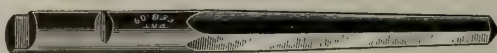


HAND DRIVERS, YANKEE BITS BRACE BITS
RIVETS, BURRS, WASHERS, NAILS, WIRE

SEND FOR CATALOGUE

The P. L. Robertson Manufacturing Co., Limited

Milton, Ont.



"Black Diamond" Tarred Felt

"Joliette" & "Cyclone" 2 & 3-ply
Sheathing Ready Roofing



Our above-mentioned products are guaranteed to withstand all kinds of climates, being made of the finest materials obtainable. They can be easily laid by any workman and are very profitable to handle.

We also make all kinds of Wrapping Papers

**A SUGGESTION**

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?

**Chicago "Triplex" Spring Butts**

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO



NEW YORK

Stanley Tools

We have recently added to the many Scrapers that we manufacture **TWO NEW DESIGNS**

- No. 81—For Fine Cabinet Work. This tool is nickel-plated, adjustable, and has a detachable rosewood face. Blade is $2\frac{1}{2}$ inches in width. This is a splendid tool for very fine work. List price, **\$1.50** each.
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Look for the name **STANLEY** on every tool. It is a guarantee of the highest class of workmanship and material.

Send for Catalogue

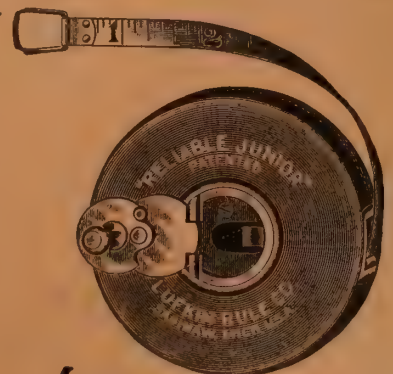
Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



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are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.



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G. & H. Barnett Co.

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Twelve Medals

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TRADE MARK


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"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service,
nothing to equal them has
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THE GUTTA PERCHA & RUBBER MFG. CO.
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Best English Make
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LUTHER

TOOL GRINDERS

Fitted with Carborundum sharpening wheels—25 times faster than grindstones—6 times faster than emery wheels.

Big labor-saver — Big sales — Good profits.



32 different types—Hand and foot power Tool Grinders

Every farmer, mechanic, carpenter, shop, factory and contractor has use for the Luther Grinder, with genuine Carborundum wheels. Built like a high grade lathe and covered by patents. 25 times faster than the grindstone—6 times faster than emery wheels, and more durable than either.

Needs no water cooling. Sharpens the hardest steel at lightest touch—will not draw temper from steel.

Special attachments for all kinds of difficult sharpening, polishing and grinding, such as gumming saws, sharpening twist drills, etc. Best steel and malleable construction, with bronze, dust-proof bearings in oil bath, machine cut spur gears.

Largest manufacturers of hand and foot power grinders in the world.

Everyone who has tools to sharpen can pay for the Luther Grinder many times by saving in time, consequently Luther Grinders are easy to sell. Write for illustrated booklet and liberal prices to dealers.

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VOL. XXIII.

PUBLICATION OFFICE: TOTO, OCTOBER 28, 1911

NO. 43

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

Pliers Vices

For Sale by Leading Wholesale Houses.

TRADE MARK

REDCLIFFE

"REDCLIFFE"

Corrugated Iron

Gets the Preference When Quality Counts.

John Lysaght, Limited A. C. Leslie & Co., Limited
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'CROWN' Cobbler

FOR BOOT, SHOE, HARNESS AND TINWARE REPAIRING

The Taylor-Forbes COBBLER OUTFITS

are especially attractive to those who wish to save money by doing their own repairing in spare time.

They are the most durable and most efficient outfits that have ever been offered at such a reasonable price. Placed in a prominent position in your store, they are sure to sell themselves.

Do not hesitate about putting them in stock, as they are absolutely guaranteed to satisfy every user.



If your Jobber cannot supply T. F. Cobbler Outfits, write us direct.

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The Razor with a Dozen Talking Points

You are never at a loss for selling arguments when you are showing a GILLETTE Safety Razor. It fairly bristles with "features." Consider these:

No Stropping

As few men could strop a razor well, Gillette made it unnecessary.

No Honing

Fewer men could do this themselves, so Gillette eliminated it also.

Simple

Only four parts, including the blade.

Strong

Did you ever hear of a GILLETTE giving out at any point?

Durable

Will last a lifetime—or a century. You can't wear it out.

Safe

It is next to impossible to cut the face with a GILLETTE Safety Razor.

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The thin blade, tempered, honed and stropped automatically, carries the keenest edge in the razor world.

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The GILLETTE is the **only** razor whose cutting edge is held absolutely rigid—therefore it cuts smoothest. No vibration.

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The GILLETTE is the **only** razor adjustable to any beard or skin. A turn of the handle does it.

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Truly, the GILLETTE is "a thing of beauty" and "a joy forever"—mechanically perfect.

Time-Saving

By the difference between the three-minute GILLETTE shave and the time taken by the barber or the man with an open-blade razor.

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By the barber's charges and tips—a tidy sum in the course of a year.

Half this broadside is generally enough to close a GILLETTE sale. Try it.

How about your Christmas stock of GILLETTES? NOW is the time to get in your order.

The Gillette Safety Razor Co. of Canada

Limited

OFFICE and FACTORY:

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Mr. Hardware Merchant



If you want quality,
combined with price,
you cannot do better
than to buy

B. H. & L. Mfg. Co.'s

line of

Builders' Hardware

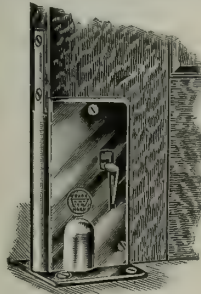
We especially re-
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bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED ONTARIO



TRADE BUILDING

Have you a stock of Spring Hinges that
have distinctive selling features which your
salesmen can offer and which would make
the prospective purchaser
buy them and no other?



**Chicago "Relax"
Spring Hinges**

are in great demand. They
are substantial in construc-
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The **EXCLUSIVE FEAT-
TURE** of spring action
release, allowing the door

to be placed at any desired position and auto-
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closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes
the most complete line of Spring Hinges manufactured.

Chicago Spring Bolt Company

CHICAGO



NEW YORK

These Two "YANKEE" TOOLS

are Catching the Mechanics

Same tool as the popular No. 30, but
with a Spring inserted in the Handle
to drive the spindle back quickly,
ready for the next push. A great
advantage for overhead work or
where only one hand can be
used. Takes all the Attach-
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No. 30.

**Quick Return
No. 130**



"YANKEE"

Push Brace No. 75

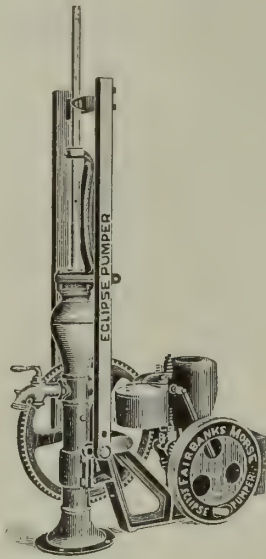
Bores $\frac{3}{8}$ " holes in any kind of wood
in half the time of a Bit-Brace and
does it easier. Drives and draws screws---
takes all the small tools and works in close quar-
ters where a Bit-Brace cannot be used. Bearing down
on the Handle drives it with that quick and easy motion of
the "Yankee" Spiral Driver. **These Are the Coming Tools.**

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

More Water for Less Money



Would you pump water from a deep well for two cents per hour? That's what the "ECLIPSE PUMPER" does right along. Neither does its usefulness end there. The engine is easily disconnected from the pump and is all ready to turn the cream separator, run your grindstone or grind your feed, etc. The "ECLIPSE PUMPER" is a practical, guaranteed "Fairbanks-Morse Engine."

Every hardware dealer should carry them and a letter to our nearest branch will bring you our catalogs and our special terms to agents.

The Canadian Fairbanks-Morse Co., Ltd.

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THE S. M. P. Royal Tea and Coffee Pots

NICKEL PLATED

OF ATTRACTIVE DESIGN

HANDSOMELY FINISHED

HEAVILY-NICKELED

WITH ENAMELLED WOOD HANDLES



PRICES
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APPLICATION

Nos.	430	440	450	460
Pints	3	4	5	6

Packed separately in cardboard boxes.

431	441	451	461
3	4	5	6

Put up 1 dozen in a case.

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

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Be Wise Be Prepared Don't Wait Too Long

Place your order NOW for your Season's Wants of
SLEDS, SKATES, SNOWSHOES, ETC.

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Snow and Ice will come soon now, and the demand for such goods will come with a rush—**are you prepared to meet it?**

It will be too late to order after snow falls and ice is formed. **The Cream of the business goes to the fellow who has prepared in advance.**

Make your selections from our
Sporting Goods Catalogue No. 46

and

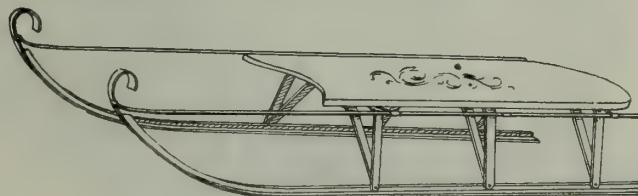
SEND IN YOUR ORDER NOW



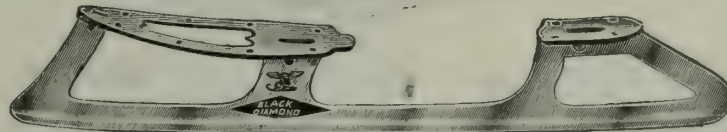
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Black Diamond Skates—Ladies' and Hockey.
We carry a Large Line of Different Brands.



Carried in
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We have several
car loads of Sleds
and Large Stocks
of Skates, Hockey
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shoes, etc., and
are fully prepared
to fill your orders
NOW

**DON'T
FORGET**

Oil Heaters
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Horse Blankets
Sleigh Bells
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Black Diamond Hockey Stick.—The best stick made.
Our Line embraces many styles and kinds.

NOW we can supply all your wants and **Ship your Orders Complete.**

BUT LATER, well, you probably know from experience how it is.

We are shipping out daily, great quantities of these goods, and it will be hard to keep stocks from becoming broken.
So Get in Now and Get just what You Want.

We Carry the Largest Stocks and Biggest Assortments of Sporting Goods in Canada.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

Columbia Family Scale

This Scale should appeal to you, as it is the most complete Family Scale of its kind on the market

**SIMPLE IN CONSTRUCTION, WORKMANSHIP AND MATERIAL,
STRICTLY HIGH GRADE, ABSOLUTE ACCURACY, QUICK AND INEXPENSIVE**

Sheet Steel
Throughout



Weights
24 Pounds by Ounces



Write
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Prices



SUPPLIED
WITH
SCOOP



Finished
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Black Enamel



Regulated
by
Brass Screws
on Top



Order
a Few
for Samples



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WITHOUT
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COLUMBIA FAMILY SCALE
SLANTING DIAL

**Merchants are making large profits
handling the Columbia Family Scales**

WE SHIP PROMPTLY

NO HOUSEHOLD IS COMPLETE WITHOUT ONE

WE SHIP PROMPTLY

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HIGHEST QUALITY
**Steamfitters'
Supplies**
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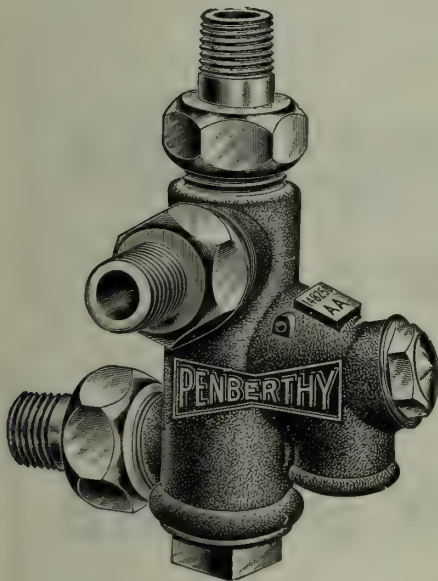
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Oil Cups
Gauge Glasses



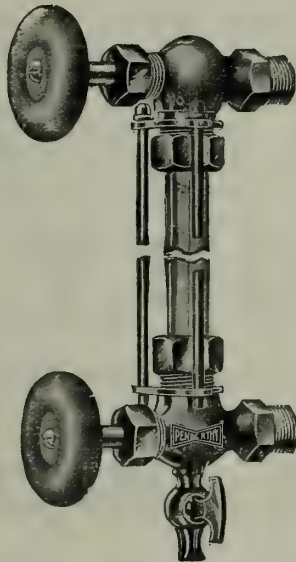
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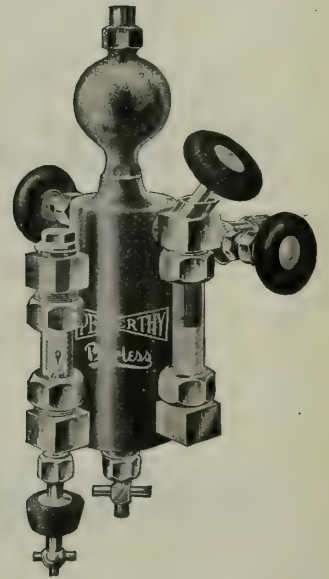
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INJECTORS
AND EJECTORS



WATER GAUGES



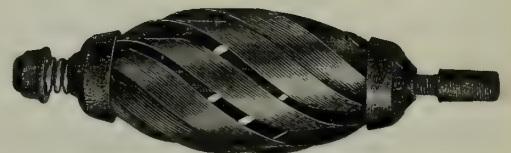
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MONTREAL

The
Steel Company of Canada
Limited

Soft Basic Open Hearth
S T E E L B A R S

Excel in Toughness, Softness, Strength,
Ductility and Ease of Welding.

HORSE SHOES

HORSE NAILS

W R O U G H T P I P E

MERCHANT, BLACK and GALVANIZED

WOOD SCREWS

MACHINE SCREWS

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods,

WIRE OF ALL KINDS :: FIELD FENCING
PUTTY, SHOT, LEAD PIPE, WHITE LEAD

District Sales Offices:

Hamilton

Toronto

Montreal

Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.



Thanksgiving

With bountiful harvests, insuring a continuance of good times, and with all lines of business radiating encouragement, Canadians can well afford to be happy in the enjoyment of Thanksgiving.

We have special reason for contentment ourselves in the fact of larger trade and larger anticipations, and with this we are growing in the esteem and confidence of many new friends.

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE

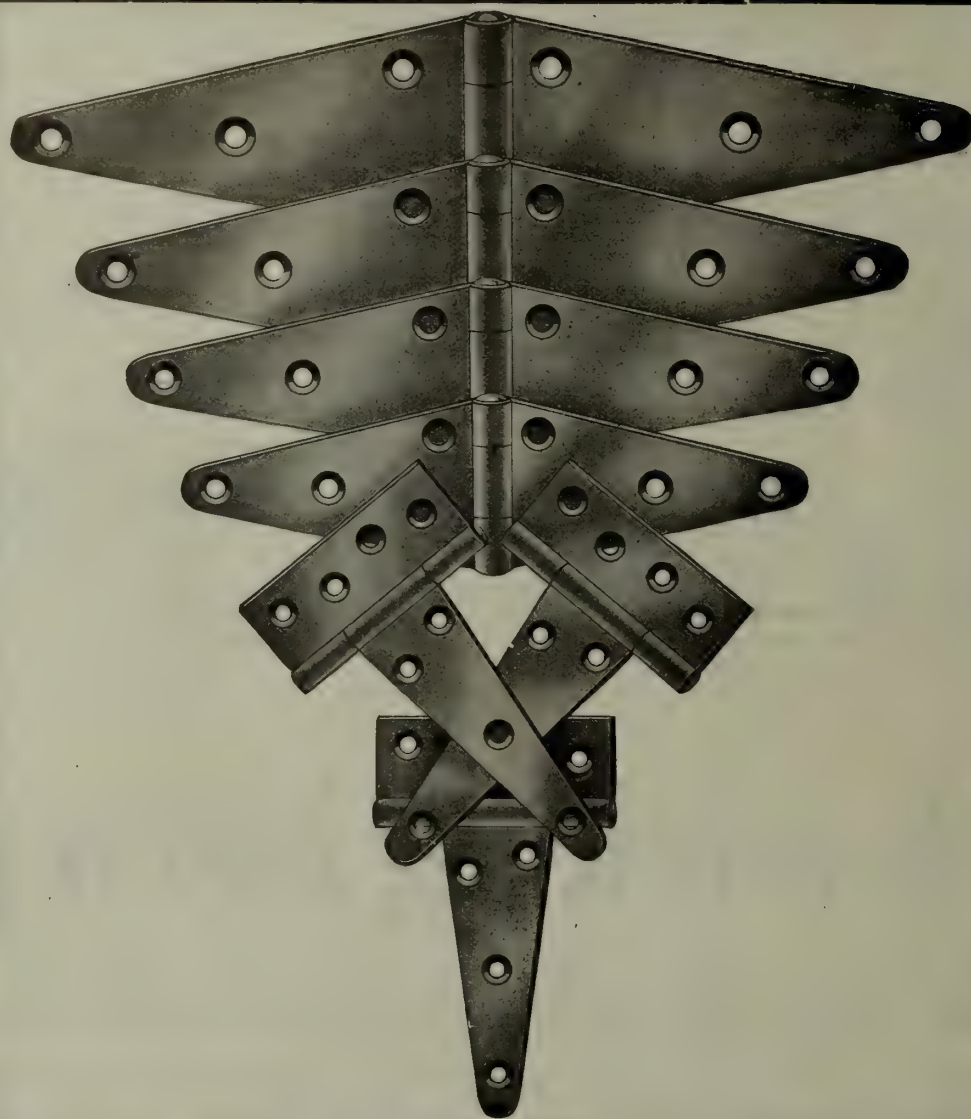
TORONTO

We Ship
Promptly.

Graham Nails are the Best.

Our Prices
are Right

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B
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HINGES and BUTTS

Endorsed by Contractors and Architects---Sell them and get the Builders' Trade.

Canada Steel Goods Company, Limited, - Hamilton, Canada
MANUFACTURERS



METAL CEILINGS and SIDEWALLS

The best made at any price.

Decrease the cost of interior construction.

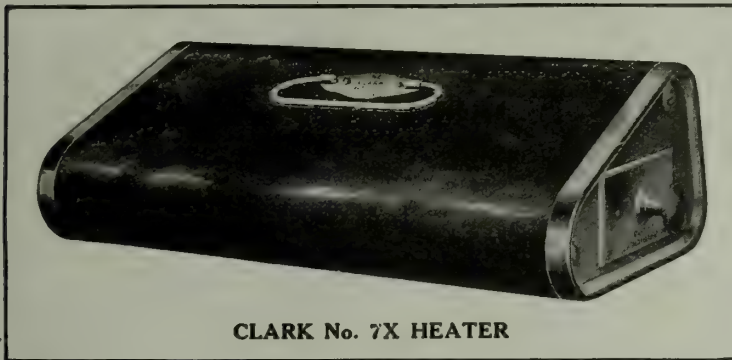
Increase Fire Protection, Sanitary Conditions and Artistic Effects in any Building, Public or Private, in City or Country.

A large variety of attractive designs to choose from.
Quality and Durability above the average.

SEND MEASUREMENTS FOR ESTIMATE

McFARLANE, DOUGLAS CO., Limited, 250-260 Slater Street
Ottawa, Ont.

CLARK Indestructible Steel Heaters



CLARK No. 7X HEATER

*For use in
automobile,
wagon, sleigh
or carriage in
cold weather.*

Show Good Profit to Dealers

These are the unbendable and unbreakable heaters that are advertised extensively to your customers.

There are no castings of any kind in Clark heaters.

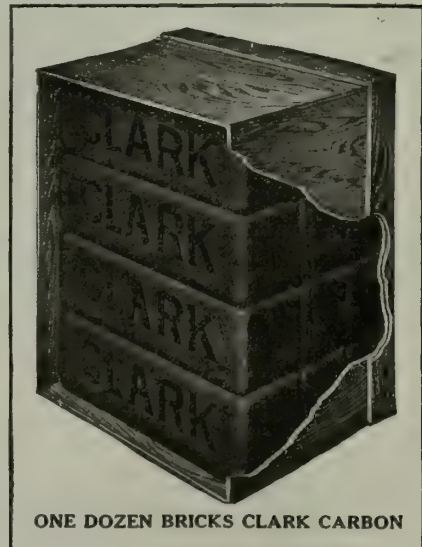
These heaters are made in 20 styles and sizes, ranging in price from \$1.00 to \$10.00 — something for every taste.

Clark heaters are not to be compared with the cheaply made, cast end heaters sometimes offered. Every Clark heater is made with a view to satisfying the purchaser.

When a Clark heater is sold it stays sold.

Practically all jobbers in Canada carry Clark heaters.

Write for new 1911-12 Catalog



ONE DOZEN BRICKS CLARK CARBON

CHICAGO FLEXIBLE SHAFT COMPANY

250 Ontario Street, CHICAGO



ONEIDA JUMP TRAPS

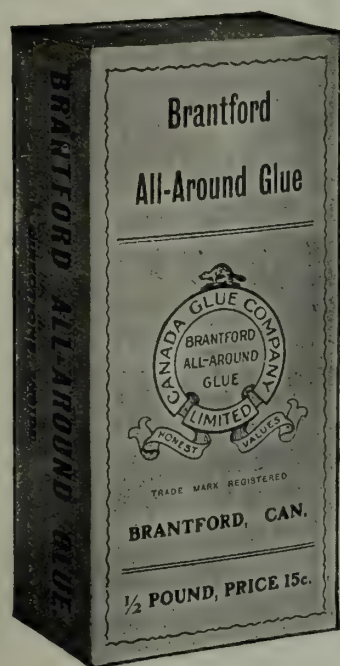
are easy to carry. Trappers like them because they are light, compact, and can be set in narrow runways.

ONEIDA COMMUNITY, LTD.,

Niagara Falls, Ont.

Also Makers of the
NEWHOUSE, VICTOR and HAWLEY & NORTON TRAPS

BRANTFORD

ALL-AROUND
GLUE

J. H. Ashdown Hdwe. Co., Ltd.....Calgary, Alta.
 Ross Bros., Limited.....Edmonton, Alta.
 Peart Bros. Hdwe. Co., Ltd.....Regina, Sask.
 Hanbury Hardware Co.....Brandon, Man.
 J. H. Ashdown Hdwe. Co., Ltd.....Winnipeg, Man.
 Marshall-Wells Co., Limited.....“ “
 Merriek-Anderson Co.....“ “
 Miller-Morse Hdwe. Co., Ltd.....“ “
 G. F. Stephens & Co., Ltd.....“ “
 Winnipeg Paint & Glass Co., Ltd.. “ “
 Wood, Vallance Ltd.....“ “
 Cochrane Hardware, Limited.....S. Ste. Marie, Ont.
 The Fife Hardware Co.....Fort William, Ont.
 Cowan Hardware Co.....London, Ont.
 Wood, Vallance & Co.....Hamilton, Ont.
 H. S. Howland, Sons & Co.....Toronto, Ont.
 Kennedy Hardware Co., Ltd.....“ “
 Whites Limited.....Collingwood, Ont.
 Thos. Birkett & Son Co., Ltd.....Ottawa, Ont.
 Caverhill, Learmont & Co.....Montreal, Que.
 Frothingham & Workman, Ltd.....“ “
 Lewis Bros., Limited.....“ “
 Jas. S. Neill & Sons, Ltd.....Fredericton, N.B.
 The S. Hayward Co., Limited.....St. John, N.B.
 Emerson & Fisher, Limited.....“ “
 A. M. Bell & Co., Limited.....Halifax, N.S.
 Cragg Bros. & Co.....“ “
 Thompson & Sutherland.....New Glasgow, N.S.
 Rogers Hardware Co., Ltd.....Charlottetown, P.E.I.

“Colonial” and “Premier” Oil Heaters



Produce Intense Heat Without Smoke or Odor
Just the Thing for the Chilly Fall Evenings

Always ready for use at a moment's notice. Lights as easy as gas and gives quick results. Furnished with ball handle, they are light and portable and can be placed just where the heat is most needed. One gallon of coal oil is all that is required for eight hours' solid comfort.

No. 50-J COLONIAL, Japanned Trimmings, Steel Fount
 No. 65-J PREMIER, Nickeled Trimmings, Brass Fount

Weight (crated)	-	-	19	lbs.
Height (bail down)	-	-	25	inches
Diameter of base	-	-	17	inches
“ “ upper drum	-	-	8 1/4	inches
Capacity of fount	-	-	1	gallon

Write for Prices

The Thos. Davidson Mfg. Co., Limited

MONTREAL, TORONTO and WINNIPEG

"GET A RECEIPT"



8898 NOV.19

★D 77.77

PETERBOROUGH
HARDWARE
COMPANY
PETERBOROUGH

Return This Check
In Case Of Error
It Is Your Receipt

Putting a Receipt in Every Parcel Benefits the Customer

- It prevents disputes. Prevents overcharging.
- Prevents mistakes in change. Stops mistakes in charge accounts.
- Insures a proper record of money paid on account.
- Gives information about special sales and new lines of goods handled by the merchant.
- Protects children and servants by giving them a receipt to take home.
- Shows which clerk waits on each customer, and in case goods are exchanged proves the price paid and date purchased.

National Cash Register Receipts protect millions of customers daily against mistakes and carelessness.

Considering the material, workmanship, and what they do, National Cash Registers are the lowest priced machinery made. They sell from \$13.00 to \$870.00.

Putting a Receipt in Every Parcel Benefits the Merchant

- It stops mistakes. Stops losses. Removes temptation.
- Increases trade. Increases profits.

BECAUSE It enforces a correct record of All cash sales. All credit sales.

All money received on account and all money paid out.

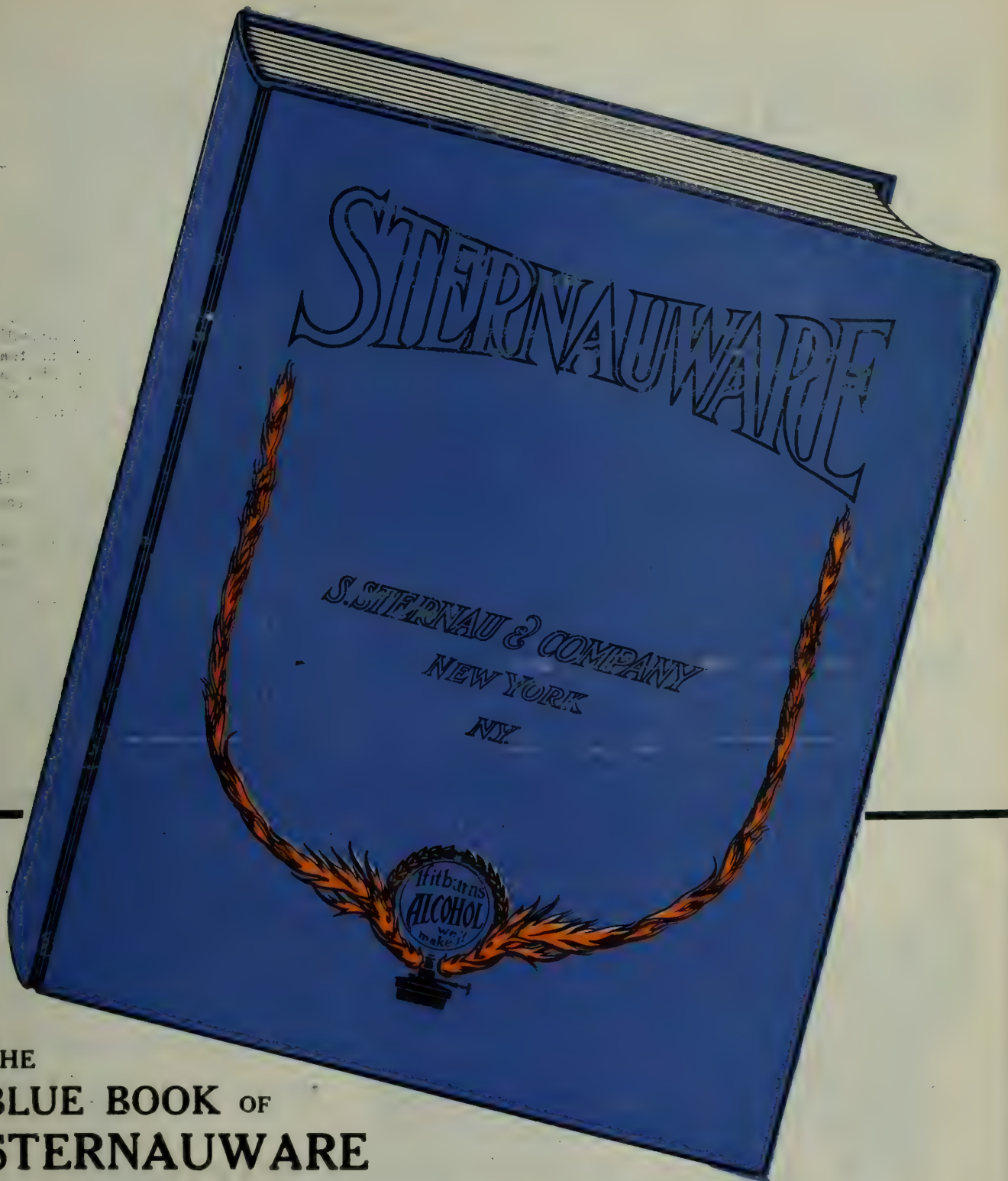
It wins the confidence of the public. Makes every sale advertise your business. Satisfies customers. Makes each clerk responsible for the way he serves customers.

Every merchant's success depends on whether his methods of handling his business gives the above results.

National Cash Register Receipts protect hundreds of thousands of merchants daily.

Ask for complete information about the "Get a Receipt" plan. Write
THE NATIONAL CASH REGISTER CO.,

F. E. MUTTON, Manager for Canada
285 YONGE STREET, TORONTO



THE BLUE BOOK OF STERNAUWARE

- ¶ It is a Dealer's Directory to the pleasant Land of Profit. Cures the blues in merchants who grumble about slack business. It brings glad tidings of quick-selling novelties to spur trade from a despondent walk to a quick gallop.
- ¶ Last year our Green-Covered Book brought us many compliments by which, being human, we were pleased, but we were not content until we had turned out something better.
- ¶ We don't mean better merely as to pictures, printing, engraving, binding nor handiness of arrangement, but better because the Sternau Blue Book opens up new avenues leading toward prosperity for the dealers who handle our goods.

SEND FOR A COPY

S. STERNAU & COMPANY

NEW SHOWROOMS

305 Broadway
N.W. Cor. Duane Street
NEW YORK CITY

MAKERS OF
STERNAUWARE
COMPRISING

Fancy Teakettles, Chafing-dishes and their
Accessories, Coffee-machines, Trays, etc.

OFFICE and FACTORY

194 Plymouth Street
BROOKLYN, N. Y.

THE ONLY METAL



Magnolia has made its friends and reputation by such instances as are cited in the following letters, and it is just such trying conditions that bring out the true worth of Magnolia in strong contrast with all other bearing metals of whatever kind:—



Dear Sirs:—

I have used lots of MAGNOLIA METAL, in fact I will not use any other. I am running a 200 H.P. Automatic Engine heavy loaded. I took charge of it four years ago when I found it in bad shape. It was reported to me that I could not hold Babbitt Metal in the Quarter Box or crank brasses which I found to be true. I made an order for some "Magnolia" Metal and used it in both places and have never had any trouble since, in fact they hardly run warm. I believe it to be the only metal and will advise all Engine men who have trouble with hot boxes to try it and they will get out of trouble sure.

Yours respectfully, Charles Barkleroad, Engineer,

MOWBRAY & ROBINSON LUMBER CO.

West Irvine, Ky., Dec. 8, 1910.

Gentlemen:—

San Francisco, Cal., Jan. 27th, 1911.

Am an Engineer and have had dealings with your bearing metal and have found it an A No. 1 all around bearing metal.

Have used it in gas and steam engines which I have built, and am now building a direct connected dynamo engine to run at 500 R. P. M. The gas engine runs at 1800 R. P. M., and I have inquired from the people who are now using it and received word that the metal (Magnolia) is in first class condition after a very severe test; engine running day in and day out without any excessive use of oil, and bearing set up snug, load being very uneven.

MAGNOLIA is the only metal in my belief that would stand such use.

I remain Yours truly,

WILLIAM SCHINDLER, No. 105 Andover Ave.

SPECIAL PRACTICAL ENGINEER POCKET BOOK OFFER 680 pages, over 2000 subjects—40c. postpaid.

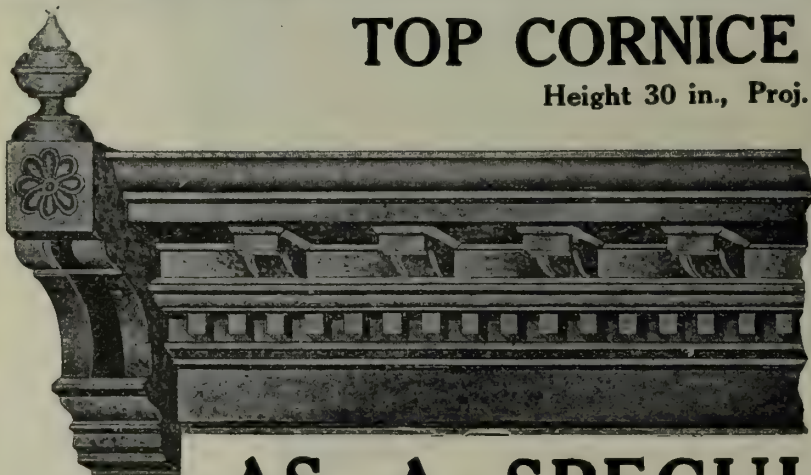
We buy these books in large quantities as an advertising medium and give engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal Office

Sold by Leading Dealers Everywhere or by

Magnolia Metal Co.

225 St. Ambrose Street
NEW YORK

MONTREAL
CHICAGO



TOP CORNICE No. 8014

Height 30 in., Proj. 18 in.

A Handsome, Bold,
Neat, Clear-cut
Cornice, throwing
deep, rich shadows.

AS A SPECULATION

we made up a large quantity of this Cornice on our big new model power brake, and we made it to sell cheap.

Let us quote on your requirements.

GET OUR CATALOGUE G-1 ON CORNICES, SKYLIGHTS, ETC., ETC.

THE GALT ART METAL CO., Limited, GALT, ONT.

MAKERS OF THE FAMOUS "GALT" SHINGLE.



Every Man Who Writes a Letter
NEEDS

A Monarch Typewriter

Business custom demands that business communications shall be typewritten. Pen-written letters are out-of-date and no merchant can afford to be so classed.

The MONARCH typewriter will save you time.

The MONARCH typewriter is easy to operate, is durable---will last a business lifetime.

THE MONARCH TYPEWRITER

is sold for cash or on easy monthly payments.

(A large stock of second-hand typewriters at bargain prices always in stock.)

WRITE FOR DETAILS

The Monarch Typewriter Company, Ltd.,

46 Adelaide Street West,

TORONTO

Branches:—MONTREAL, OTTAWA, LONDON, HAMILTON

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5½ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue,
Worcester, Mass.

We Absolutely Guarantee

With Better Results

A 50 per cent. Saving In Fuel

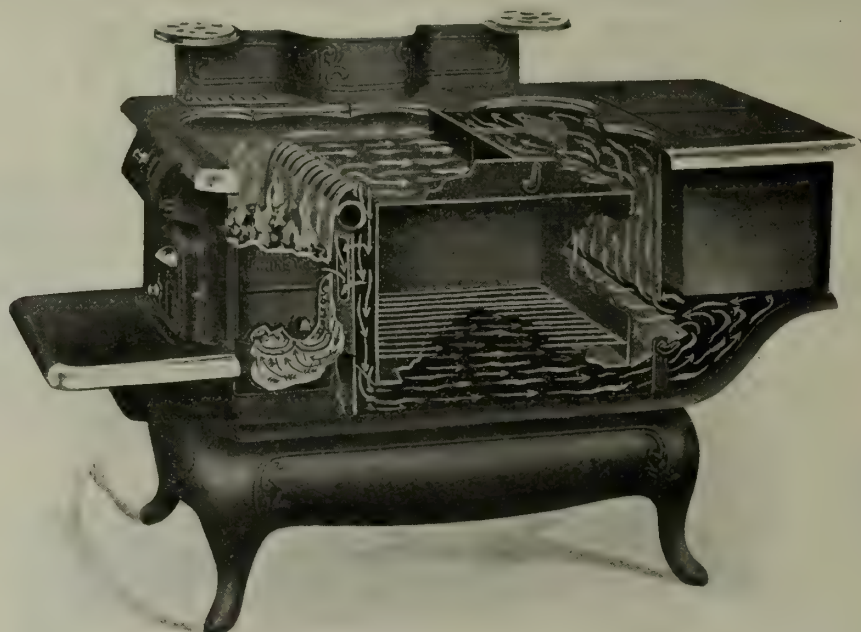
The past and present records of this range enable us to place an absolute guarantee on every one that leaves our shops—a guarantee that it will save 50% in fuel costs, and bring excellent results in baking, cooking, heating, etc.

Wherever these ranges have been used they have given complete satisfaction—a satisfaction that has resulted in many repeat orders and testimonials. These testimonials are yours on request. Write for them.

This range is made in steel and cast iron and its construction is far beyond competition.

Your business depends upon the handling of quality goods. Handle this line and you are absolutely protected against unsatisfactory ranges.

The fire travel is mechanically perfect. The heat is rapidly and evenly distributed throughout the range, assuring the maximum results at minimum coal cost.



Write for Catalog and Prices.

The Supreme Heating Co., Limited

Welland, Ontario



THE "SASKALTA" STEEL RANGE

Shown with
Reservoir and High Warming Closet.

Your fall stove business this year depends entirely on the stove you handle. Is it a first class article? Is it widely advertised? Is it backed by a reliable firm of manufacturers? Do these manufacturers aid you in moving your stock?

These are vital questions, they mean success or failure to you.

The "Saskalta" Steel Range is unequalled in stove production, it is the embodiment of exclusive features. We back it with forty years of experience, and spare no expense in putting it before the public.

FEATURES:

Automatic Lift Top
and Broiler Door.

Division for Half-
fire in Summer.

Patented Direct
Draft Damper.

Cast Iron
Back Linings.

Patented Double
Duplex Grates.

Oven
Stiffener.

Special Air Blast
Linings

Patented Long
Duplex Grates.

Attachable
Reservoir.

Do you know of a better proposition than this?

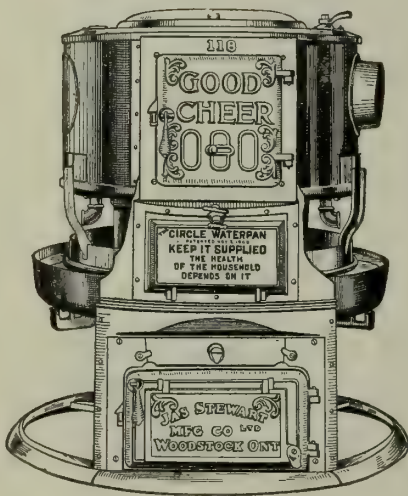
McClary's

LONDON TORONTO MONTREAL WINNIPEG
VANCOUVER ST. JOHN HAMILTON
CALGARY SASKATOON

You can well believe the good reports of the

“GOOD CHEER” WARM AIR FURNACE

(The Circle Waterpan Furnace)



For, to tell the truth, the results of the combination of the “Good Cheer” and our now famous Circle Waterpan have far exceeded even our own expectations. We knew that we were on the right road to the accomplishment of a more healthful and comfortable heat, but such a complete revolution in heating methods as has resulted through it was more than we looked for.

In comparison, ordinary furnace heat can only be classed as crude. Humidity is an essential, and the Circle Waterpan alone gives desired results. Beware of humidity claims based on makeshift contrivances. Good “Cheer” warmth is ideal and people are willing to pay the price for heat of this kind.

There's profit in this class of furnace work.

The James Stewart Manufacturing Co., Limited
WOODSTOCK, - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.

Distributing Agencies:

McLennan, McFeely & Co.,
Vancouver, B.C.

Wood, Vallance Hardware Co.,
Nelson, B.C.

Ross Bros., Limited,
Edmonton, Alta.

Jewel Stoves and Ranges

Royal Jewel Steel Range The Range of Quality.



Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

STYLE R.F.

We also make a great variety of Cast Iron Ranges and Cooking Stoves, including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. The Grand Jewel Wood Cook Stove is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of Heating Stoves to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.

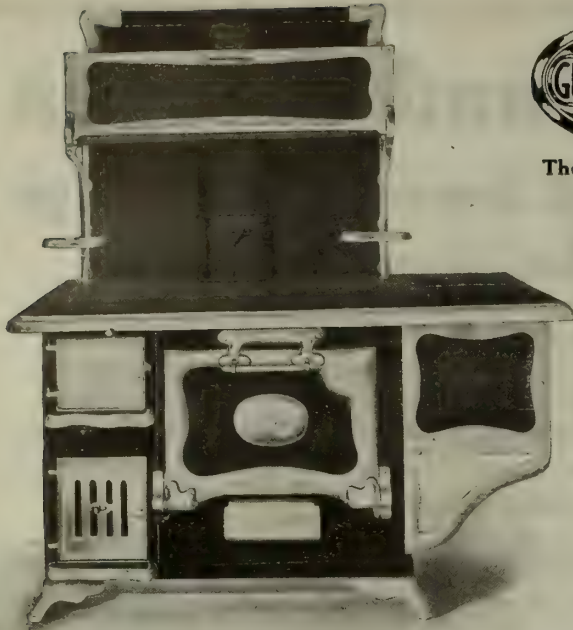


The Burrow, Stewart & Milne Co., Ltd.

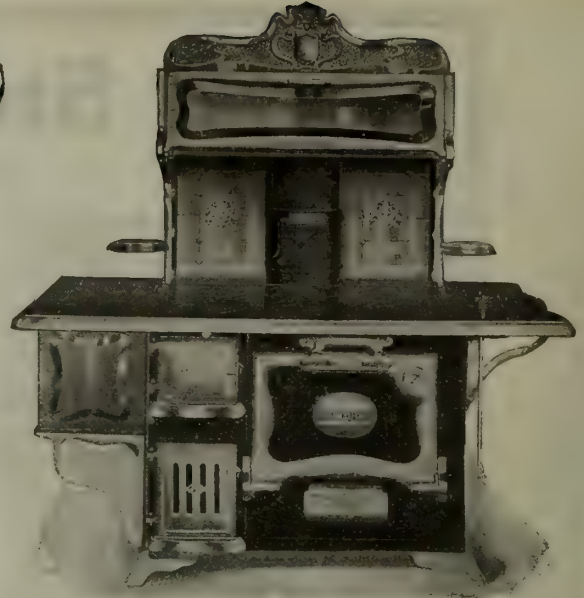
Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto and Winnipeg.

Western Customers please write for information and send orders to our Winnipeg Branch, No. 130 James Avenue.



The Seal of Satisfaction



SELLS ITSELF

- ¶ This splendid range has so many distinctive and exclusive features, which appeal to every housekeeper, that it almost sells itself.
- ¶ Its handsome appearance attracts favorable attention right from the beginning, and when you explain to Madam that the Economizer on this range will save at least one ton of coal on every five, her interest is thoroughly aroused.
- ¶ You can show her how the oven can't possibly fail to bake evenly all over, because of the divided flue.
- ¶ Explain how easily the desired amount of heat can be obtained by just moving the Economizer lever—no other dampers to juggle with.
- ¶ Then demonstrate the easily-operated, and economical grates which can be changed to burn wood at a moment's notice.
- ¶ With a line of talk like this, it changes the "stove-selling" proposition into an easy matter.
- ¶ And remember---these ranges are all Quality goods. There will be no complaints from customers---every range sold will be a recommendation for others.
- ¶ There are still a few dealers who haven't written for our proposition yet. Are you one? If so, send now for book on "Sight Drafts on Success."

THE GURNEY FOUNDRY COMPANY, LTD.
TORONTO

MONTREAL

HAMILTON

WINNIPEG

CALGARY

VANCOUVER

Double the Life of Your Bits

Ordinary bits bore slowly, often scrape, frequently clog and are made of an inferior grade of steel. The life of such a bit is naturally short and its use costly.

On the other hand here's a FORD AUGER BIT made with a most improved twist—it never fails to cleave a true, smooth hole; is self-cleaning in action, positively will not clog, and gives to the FORD a speed unequalled by any Bit which cuts as smooth.

In wearing qualities

FORD AUGER BITS

are unsurpassed. Made of extra high-grade steel, expertly tempered. FORD Bits have a fineness and durability superior to any other Bit made.

Compare the FORD with any other Bits you may have—test it any way you wish—you'll find it FASTEST, EASIEST, TRUEST, STRONGEST and MOST DURABLE; in fact, AUGER BIT PERFECTION.

Send for Catalogue "E"—
It's FREE.

Ford Auger Bit Co.
HOLYOKE, MASS.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

Are You Doing Your Duty?

By keeping track of all the new buildings being erected in your neighborhood.

By getting your share of the construction or equipment contracts.

By finding out if they are properly heated.

It is your duty to the human race to use every effort in your power to have "Pease" Furnaces installed in all new homes and buildings.

That you should make some money for yourself by doing your duty is simply incidental—but fortunate.

Make yourself known to all builders and property owners—tell them of your convictions and experience of "Pease" Furnaces. Show them how the "Pease" will save them money—insure good health and happiness—enable the kiddies to breathe good fresh live air.

In fact, every time you are the means of having a

PEASE FURNACE

installed in home or building you deserve the blessing of the entire civilized world and you enrich yourself financially and mentally.



Economy Furnace—300—Series B.
Cased with Vertical Shaker.

PEASE FOUNDRY COMPANY
LIMITED

Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto
Manitoba—Bissett & Loucks, Limited, Winnipeg

Reliable
QUALITY

WHAT FILES

are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson-made Files. These are the favorite made-in-Canada Nicholson Brands :---

“American”
“Arcade”
“Great Western”
“Globe”
“Eagle”
“McLellan”
Kearney & Foot
“J. B. Smith”

Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.

Our long experience, special machinery, special methods, specially trained men and specially made steel stand back of every dealer who sells Nicholson-Made Files.

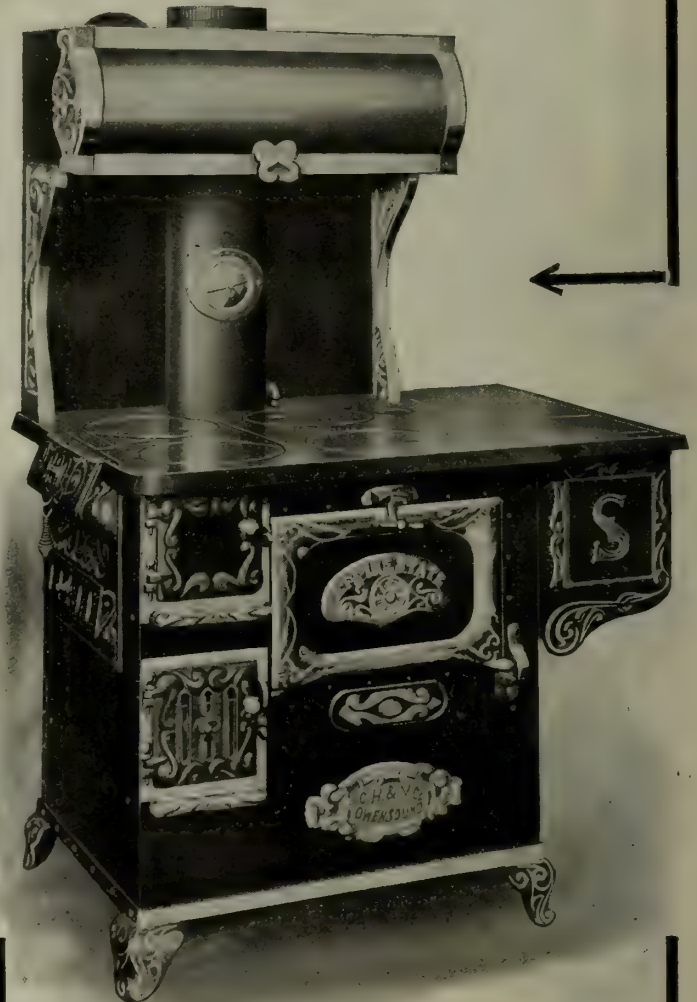
Your Jobber sells them

NICHOLSON FILE CO.

(Dominion Work)

PORT HOPE, - - ONT.

The Empire State Steel Range



A Very Attractive Range At a Moderate Price

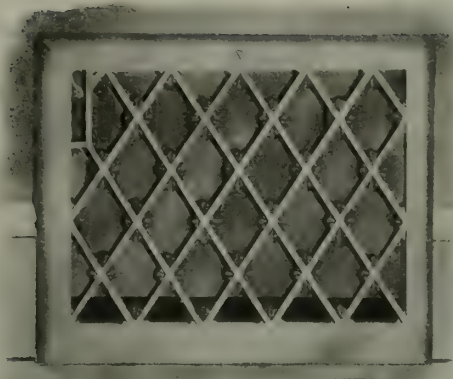
Made with a 16-in. oven, has four 9-in. Covers. N.P. Oven Door Frame, Name-Plate, Ash Guards and front two Legs. Large Fire-Box for Coal, Duplex Grates. Made in Square, Reservoir and High Closet.

WRITE FOR PRICES AND DISCOUNTS

The Canadian Heating & Ventilating Company, Limited

Owen Sound, Ontario

Or The Canadian Heating and Ventilating Co. Branch :
521 Henry Avenue, Winnipeg, Man,



THE IMPERIAL

Canadian Ferrosteel Company

BRIDGEBURG, ONTARIO

**SIDEWALL
REGISTER
SPECIALISTS**

All Designs. All Sizes. All Finishes.



THE MOORISH



The Hardwareman who is looking for a line on which to build his trade cannot make a mistake by stocking and boosting

Banner Stoves and Ranges

The ART BANNER cannot be excelled for its splendid design and equipment. It is an entirely new range of the loose earth pattern and when quality and price are considered, it is the best ever offered to the trade.

SPECIAL FEATURES

FLUES. Of a depth that insure quick operation.

OVEN. Large, square and well ventilated.

FIRE BOX. Large in size and well-proportioned.

GRATES. Duplex, for coal, of our latest improved design.

WOOD FIXTURES. This range is provided with a heavy, durable basket wood grate which is unequalled for wood burning requirements, and will take 24-inch wood.

NICKEL BANDS. Are all removable and of our most approved form.

Write for full information about this range, because we have the best proposition to offer in the stove line.

The Down Draft Furnace Company Limited

GALT,

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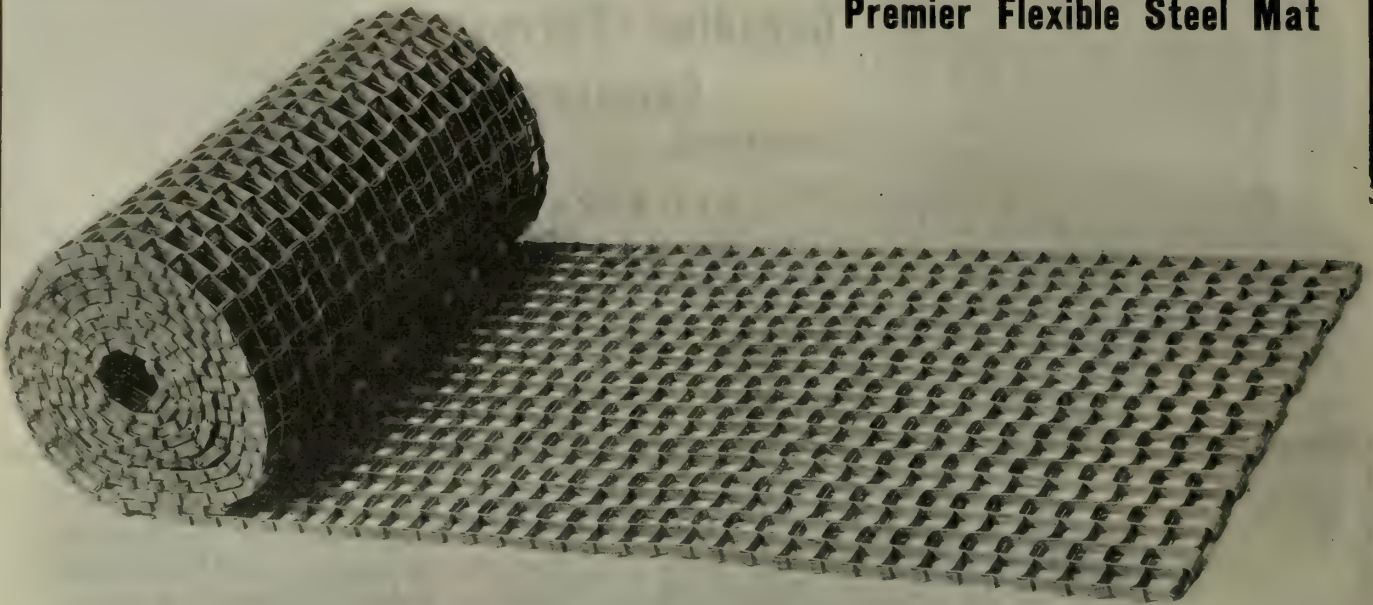
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ONTARIO, CANADA

Premier Flexible Steel Mat



is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars. It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 ft. to 100 ft. Special mats made to order on short notice.

The Schultz Manufacturing Company, Limited
HAMILTON, :O: :O: CANADA

HERO STANDARD METALWARE

HERO QUALITY

Oilers - Individual Drinking Cups
Aluminum and other Sheet-Metal Specialties

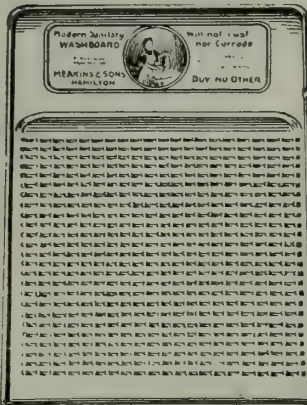


CARRIED BY ALL LEADING CANADIAN JOBBERS

The Hero Manufacturing Company

PHILADELPHIA, KENSINGTON, PENN., U.S.A.

Clean Washboards



No Dirt
Can Lodge
in the
"All-Metal"

MEAKINS' SANITARY WASHBOARDS

keep out dirt and the germs
that lodge in it.

They are made in one
piece without any cracks or
wood to absorb the filth and
disease that always lodge in
the ordinary kind.

They are everlasting. The
heavy metal cannot be worn
and become rugged, tearing
the clothes, as does the
ordinary zinc covering.

Women buy them on sight.

Excellent profits assured.

WRITE TO

Meakins & Sons
Hamilton, Ont.

"AMPHIBIA"

WATERPROOF

THRESHER BELTING



is guaranteed never to come
apart or stretch when ex-
posed to moisture. It has a
lasting quality that has caused
many imitations to be placed
on the market.

There is no other belting
just as good or near as good
as "AMPHIBIA." It has
been produced after many
years of testing and experi-
menting with an aim to pro-
duce a belting of superior
quality to other brands on the
market.

Handle "AMPHIBIA"
Belting and reap the good
profits that are allowed to
every dealer.

Sadler & Haworth

ESTABLISHED 1876

MONTREAL, 511 William St.
TORONTO, 27 Melinda St.
ST. JOHN, N.B., 89 Prince William St.
WINNIPEG, 244 Princess St.
VANCOUVER, B.C., 217 Columbia Ave.

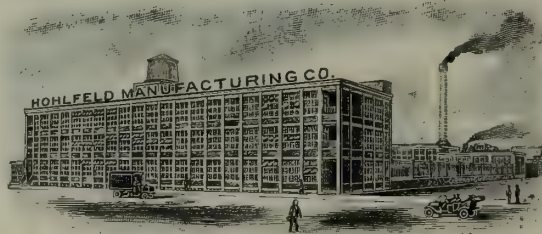


THE HOHLFELD LINE
OF
High Grade Hammocks
for 1912

is now ready and will be shown
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GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL

The Most Profitable
Line
Because it is Most
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The Most Popular
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Because it is Most
Satisfying

Main Office and Mill, Philadelphia, Pa.

NEWEST DESIGNS, WEAVES AND COLORINGS



Known the world over as the standard
by which all others are measured

Geo. Borgfeldt & Co., Agts.
TORONTO

Catalog and Prices on request



Goodell-Pratt's



No.
111

SCREW DRIVER

Reap the benefit of the increasing popularity of our powerful, easy
working AUTOMATIC SCREW DRIVERS.

Wise dealers are showing this tool to their best trade; they are
making a profit on every sale, and their customers are receiving
lasting satisfaction.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, - MASS., U.S.A.

No.
111

METALLIC CEILINGS



"Boost Them, Mr. Hard-

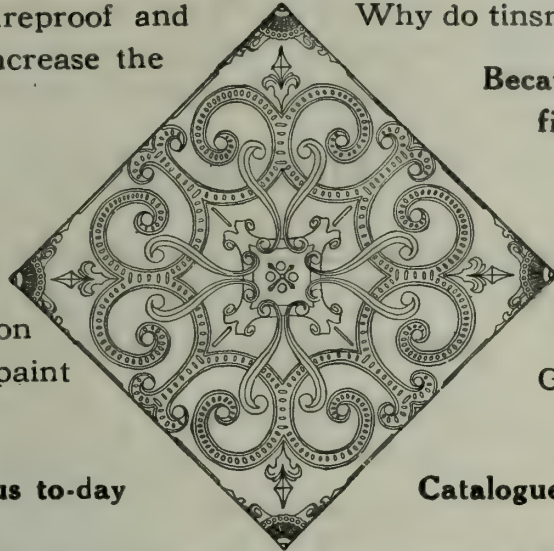
ware Man, Boost Them."

Metallic Ceilings are fireproof and sanitary. They also increase the light in a room.

Why do tinsmiths prefer our ceilings?

"Boost Them."

Metallic Ceilings carry three separate profits—on the sale of the goods, on the erection and on the paint to recoat them.



Because they are accurate
fitting close jointed
dead square

and a quicker, better job
can therefore be done
with them.

Get handling the right
kind to-day.

Get in touch with us to-day

Catalogue and Samples on request

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

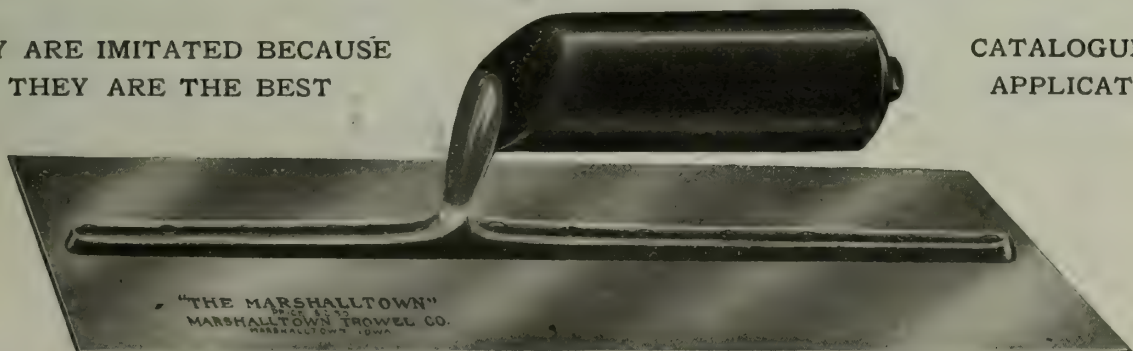
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When You Purchase PLASTERING TROWELS

REMEMBER "THE MARSHALLTOWN" IS THE ORIGINAL
OF ALL TEN-RIVET LONG MOUNTING TROWELS.

THEY ARE IMITATED BECAUSE
THEY ARE THE BEST

CATALOGUE ON
APPLICATION



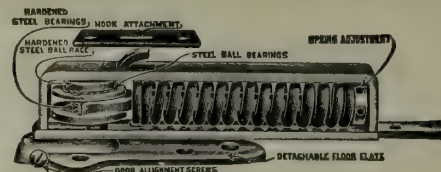
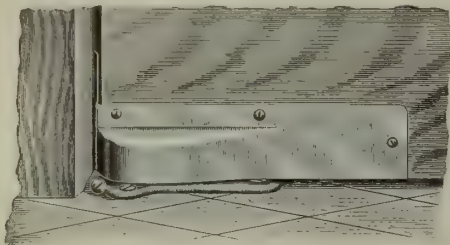
Marshalltown Trowel Co.

MARSHALLTOWN, IOWA

U. S. A.

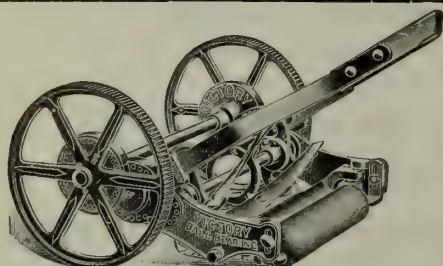
ASK US WHY

If you want to know more about "STANDARD"
DOUBLE ACTING
SPRING FLOOR



HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

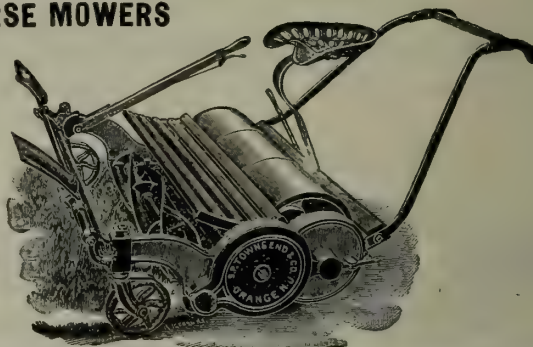


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

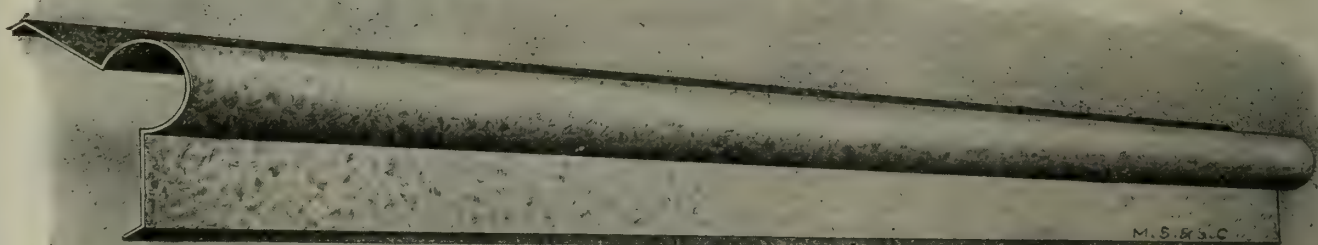
All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog
S. P. Townsend & Co.
ORANGE, N. J.

Are You Selling Our "Acorn" Ridging?



This ridging is made from the best grades Galvanized Iron in 10' (ten foot) lengths, on a heavy power press, with steel dies. Consequently, every length is absolutely true and straight—and the shape is uniformly correct.

You can sell this ridging to carpenters for their Wood Shingle Jobs; it makes a splendid Hip Cover as well as a Ridge Finish, and requires no wood filler when used over wood shingles. It will cost them no more than the wood ridge generally used, and is SO MUCH BETTER.

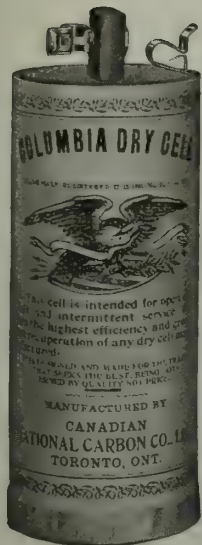
Mr. Dealer—You should carry 500 to 1,000 feet of this ridging in stock and Let The Public Know that You Stock It. Try a sample lot and see if you do not make more on your investment than you do on a similar amount invested in other lines.

THE METAL SHINGLE & SIDING CO., LTD.

PRESTON, ONTARIO

MONTREAL, QUEBEC

The High Quality of COLUMBIA DRY CELLS



has constantly been proved through their lengthy and satisfactory service. They are made of the best material, and by highly specialized machinery and expert workmen.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self-winding clocks, electrical toys, wireless telegraph outfits, and numerous other things.

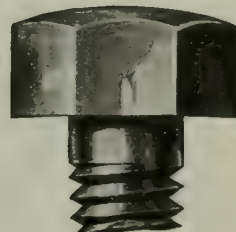
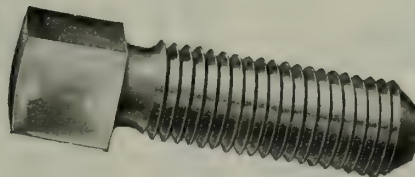
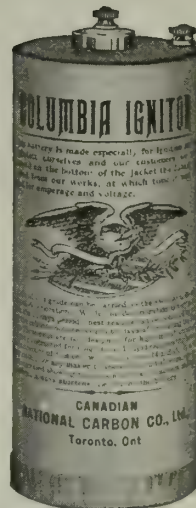
Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes. When once used, these will be always used.

We are leaders as dry cell manufacturers and have the facilities for filling all orders promptly.

ADDRESS H.M.—11.

Canadian National Carbon Co., Ltd.
TORONTO, ONT.



SCREWS and parts that are accurate to size, cleanly threaded and smooth. This is the kind that justifies the name—ACME.

WE manufacture, carry in stock and sell millions of screws and special products each year. Cap and Set Screws of standard sizes will be shipped immediately upon receipt of your orders.

SPECIAL products are made quickly and reasonably to your specifications. Send for a catalog on Milled Products.

THE NATIONAL-ACME MANUFACTURING CO.

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MONTREAL,
QUE.

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CHICAGO

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CHICAGO, 549 Washington
Blvd.
BOSTON, 141 Milk St.

CLEVELAND,
OHIO.

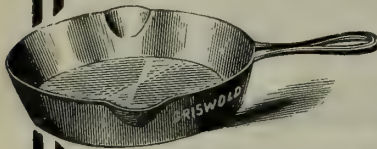
DETROIT, 1222 Majestic Bldg.
ATLANTA, Candler Bldg.



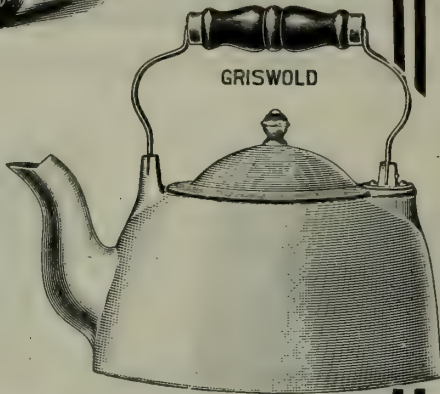
High Quality is what makes **GRISWOLD HARDWARE**

the most popular on the market

Wherever our hardware is displayed it is so attractive that it invites people to enter the store and examine it more closely, and when convinced as to its high quality they are sure to become ready buyers and, in many cases, steady customers.



Griswold Aluminum Ware is very light to handle and is guaranteed to give absolute satisfaction.



Griswold Waffle Irons



have been carefully designed and thoroughly tested—the extra heavy pans insuring well-baked waffles.

It has a patent ball lock, jointed hinge that permits the pans to turn with ease; air cooled sockets, that prevent the fingers from being burned, and a specially designed ring that catches every drop of grease or butter.

Write us at once for catalog and prices.

THE
Griswold Mfg. Co.
ERIE, PA.

GREENING'S WIRE DOOR MATS

They are the best made. Four kinds: Patent Reversible, Simplex, Interlocked Wire Bordered and Interlocked Wire Bordered Regalvanized. They are moderately priced, yielding you an excellent profit.

Be prepared for the winter season and put in a stock *Right Now*.



GREENING'S SPARK GUARDS

are a necessity in every house in your locality where there are open grates, as they prevent sparks from dropping on the carpet; keep children at a safe distance, and prevent women's garments accidentally swishing into the blaze. Besides this, they are beautifully ornamental.

They are made in several styles and sizes, and are guaranteed to be satisfactory.

Write for Prices.

**The B. Greening Wire
Company, Limited**
HAMILTON MONTREAL



We Announce
the issue of our illustrated
Catalogue
containing sellers in High
Class Silver-plated
Hollow-ware,
Casserole Goods,
Rogers & Bros'. Flatware
etc., etc.

If we do not have your name
on our books, drop us a line
and we shall send a copy im-
mediately.

ART DEPT. CANADIAN MAGAZINE

"SILVERWARE THAT SELLS"

Manufactured and Guaranteed by

Standard Silver Co., Limited

33-41 Hayter St., TORONTO

GOOD PROFITS

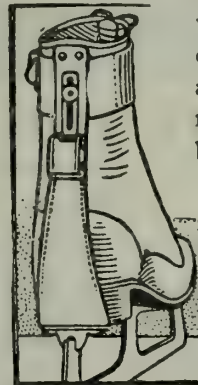
prevail wherever

The "Perfection" ANKLE SUPPORT

IS SOLD

It does away with all old-time cumbersome devices and the fatigue which prevents many from indulging in this healthful pastime.

It is the most compatible device for the support of weak ankles, as it is made of the very best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but cannot move sideways.



Write us at once for
circulars and prices

**THE OWEN SOUND STEEL
PRESS WORKS**

OWEN SOUND

ONT.



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co., Limited

AYLMER,

::

ONTARIO

WESTERN REPRESENTATIVES:

The Ontario Wind Engine & Pump Co., Limited

WINNIPEG AND CALGARY

PLIERS :: SHOVELS :: LOCKS

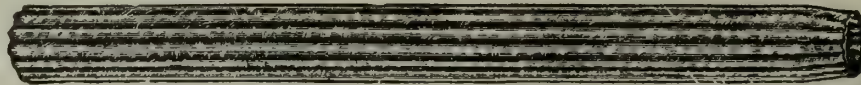
Mr. Buyer:—We can give you immediate shipments in these lines. Our stock is complete and our lines the very best. We know our price will interest you.

SOLE AGENTS FOR THE CELEBRATED

Linstrom Swedish Pliers and Geo. Wolfe & Son's Shovels

WRITE FOR CATALOGS.

Schuchardt & Schutte, 307 Coristine Bldg., Montreal



ARE YOU IN A HURRY ?

Then send us your orders for conductor pipe, elbows, eavetrough, valleys, ridge roll, ventilators, and corrugated iron.

Get our prices for Galvanized Iron Sheets.

WHEELER & BAIN

THE QUICK SHIPPERS

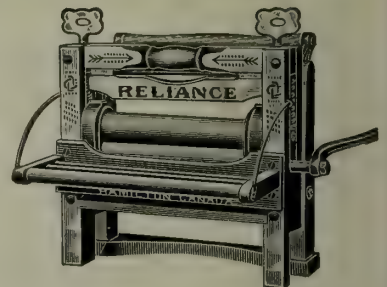
TORONTO

CANADA



The Real Thing in Household Labor-Savers

There has never been a time since Washing Machines and Clothes Wringers have been on the market that **NEW CENTURY WASHERS** and **ARROW BRAND CLOTHES WRINGERS** were not the Most Satisfactory Machines to Sell.



Repeat orders and increasing sales prove it.

Agents: W. L. Haldimand & Son, Montreal, Quebec
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Cummer-Dowswell, Ltd., Hamilton, Ont.



Salem



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ONTARIO



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Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH

"New Designs"

See Our 1911 Supplement

CANADA

Keep on the Right Side of the Contractor
by supplying him with our guaranteed

LEEKNOTT ROOFING

as it will be nearly as good as new when most of the ready roofings are forgotten. It will cost you no more to stock Leeknott and it is by far the cheapest and most profitable in the long run.

Its high quality is due to the work of experts—the experts use the very best of long fibre woollen felt, which is thoroughly soaked and coated with the genuine Trinidad Lake Asphalt, specially prepared and tempered for the purpose. Leeknott has the wonderful weather and fire resisting qualities, qualities that most roofings lack. Every roll is absolutely guaranteed. Rust-proof, galvanized special roofing nails, extra quality lap cement, and illustrated printed directions packed in every roll. Anyone can successfully lay "LEEKNOTT."

We make sales easy by supporting the dealer and supplying him with circulars, etc. Our rolls are more attractive and are certain to invite enquiries.

Write for full details.

Agents wanted.

Canadian Supply Company

220 King St. West

Toronto, Ontario



MERMAID

"THE NAME'S THE GUARANTEE"

BACKED BY

130 Years' Experience



LEAP-FROG

171-A Secret Process VANADIUM Steel
(Also Straight Back)

Extract from The LONDON DAILY TELEGRAPH

WHICH SPEAKS FOR ITSELF

As a matter of fact, the trade of which Sheffield is the centre has in the last year or two fought—and won—a notable fight. Germany was a formidable competitor; America a yet more serious one, in the matter of tools, and especially SAWS. The English makers set themselves to meet this sharp rivalry, availing themselves of a superior position alike in materials and highly specialized skill. They took full advantage of the technical schools, with their scientific teaching as to metals and the treatment of steel, and paid more attention than they have ever done before to design and finish. Their energy and enterprise won prompt recognition from the buyers for the retail trade, and within very recent days they have enjoyed the spectacle of seeing the agent of one of the most noted firms of toolmakers in the United States coming over to make a tour of inquiry as to what had come over English trade that they had lost it so entirely. The British manufacturers had, moreover, proved conclusively that, quality for quality, their products had nothing whatever to fear on the important matter of retail selling price, and their victory was complete.

**IF you are not handling our Saws and Edge Tools, you are paying more for inferior goods.
Does it pay you?**

HENDERSON & RICHARDSON
Board of Trade Building, MONTREAL

SPEAR & JACKSON
SHEFFIELD, ENGLAND

Ball Bats

Ball Bats

Ball Bats

Ball Bats

Place your orders for next Season.

Samples are now ready.

Equal to best American make

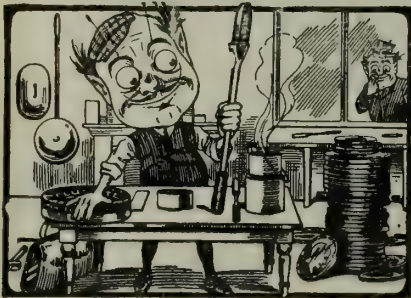
WRITE FOR PRICES—JUST ISSUED—TO THE

ST. MARY'S WOOD SPECIALTY COMPANY, LIMITED

ST. MARY'S, ONT.

Ball Bats

Ball Bats



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

**THE PRACTICAL
MAN USES**

FLUXITE

The Paste Flux That

**SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING**

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO.,

212 Vienna Road, Bermondsey
LONDON, S.E., ENG.

“Peerless”

Hangers and Fasteners



When a storm sash is hung with “Peerless” Hangers they stay where they have been placed and cannot rattle or be blown off. The “Peerless” Fastener 1719 fills a long-felt want, as by means of it houses can be ventilated and windows washed as well in the Winter as in the Summer, owing to these goods making it possible for the window to be opened 3, 6 or 10 inches, with no danger of blowing off and no rattle. When the window is closed the hanger turns straight up, and is slipped over nail that is put in the frame, and thus effectively locks window. Display these conveniences and they will sell rapidly. Order from your jobber or direct from us.



Cowan & Britton

:

Gananoque, Ont.



**Connor Washers
and Wringers**

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices, also full particulars.



J. H. CONNOR & SONS, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

POINTS TO NOTE

IN Wright's No. 4 Cold Blast Lantern

1. LARGE ROLLED TIN, stands erect.

2. DOME, securely clinched.

3. RIBBED TUBES, with lock seams.

4. INSIDE CYLINDER, drawn and spun from a single piece of tin, not seamed nor soldered.

5. GLOBE GUARD, grasps globe firmly, but allows for heat expansion.

6. GLOBE DISC, wired edge.

7. AIR CHAMBER, large.

8. FILLER OPENING, large.

9. HEAVY BAIL HANDLE, with locking device to hold erect.

10. STEEL CLIP, holding ring securely to dome.

11. OUTSIDE CYLINDER, drawn from one piece of tin.

12. TOP DISC, heavy rolled edge, fastened securely to tubes, bracing them together.

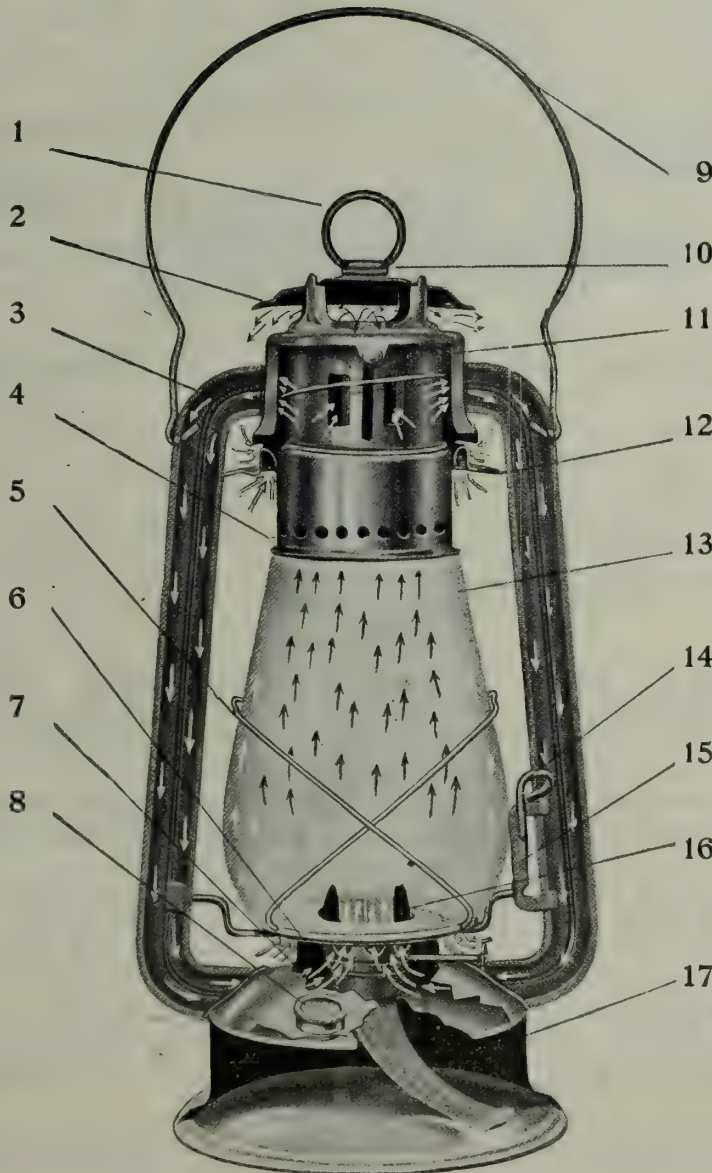
13. RUBBER CRYSTAL GLOBE, made of a special grade of glass, combining clearness and strength.

14. INSIDE GLOBE LIFT, locks securely and is out of the way.

15. LIFT LOCK, heavy gauge steel, clinched on inside of tubes, cannot loosen or break off.

16. BURNER, drawn out of solid brass, and fitted snugly to fount.

17. FOUNT, drawn from one piece of heavy tin. Bottom spun on, not soldered. Top rounded to shed rain and melted snow.

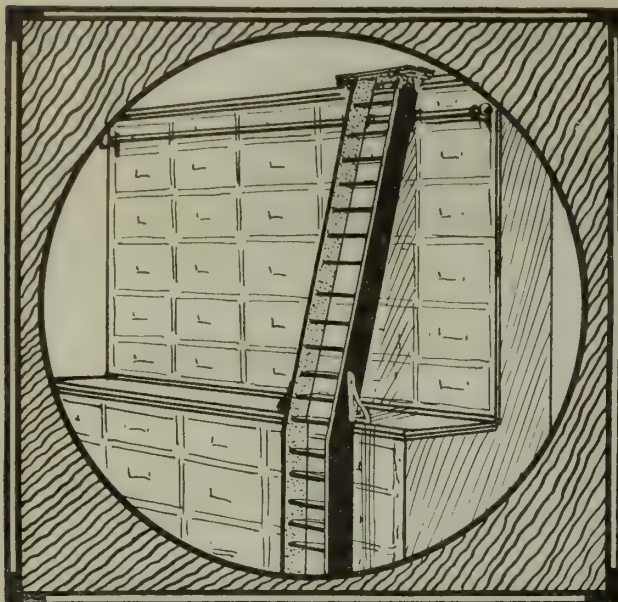


Having doubled our capacity for producing Lanterns, we are able to guarantee
PROMPT SHIPMENT. ORDER NOW.

E. T. WRIGHT & CO., HAMILTON, Can.

(H. G. WRIGHT)

Agencies at VANCOUVER, WINNIPEG and TORONTO



You can easily reach every shelf in your store by using a

Bicycle Step Ladder

It works noiselessly and easily, a gentle push sufficing to move it many feet. Being supported on solid foundations, it is absolutely safe and the adjustments prevent it jumping the track when it is in motion.

Far from disfiguring a store, a Bicycle Step Ladder with its light metal track and handsome turned pole is very ornamental.

We design Bicycle Step Ladders to meet all requirements.

LET US SEND YOU OUR CATALOGUE.

Hamilton Brass Mfg. Company, Limited

Hamilton, Ont., and Montreal, P.Q.

DELTA

Is the FILE You Should Stock—It Always Pleases

It has cutting qualities that are certain to create a big demand in your vicinity. Every skilled mechanic who has given "DELTA FILES" a trial recommends them as the files that cut rapidly and leave an excellent finish on every job. Do not hesitate about stocking this line, as we guarantee every file to be absolutely satisfactory or money refunded.

Write us at once for our Catalogue and full information



DELTA FILE WORKS, PHILADELPHIA, PA.

Canadian Selling Agents—H. S. Howland, Sons & Co., Toronto; Stark-Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax



TELEGRAMS: "BIGSBY, MITCHAM."

(Established 1840)

CODE: A B C—5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardboard Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal. For British Columbia—AMES BROS., Box 355, Vancouver, B.C. Saskatchewan, Alberta, Assiniboia and Manitoba—G. H. SAYWELL, Saskatoon.

Mr. Saywell is now in Canada fixing up Agencies. Write him at once.



Natives busy digging asphalt from Trinidad Lake for Genasco Roofing

Lasting Quality Is The Real Roofing Test

Every thrifty customer sets this quality standard in his mind when he goes to buy roofing. If you sell roofing that never "goes back" on your customer, you can be pretty sure he'll never go back on you.



To make absolutely certain of roofing that lasts, sell him

Genasco

The Trinidad-Lake-Asphalt Roofing

You know you can depend on Genasco as an absolute water-proofer and resister of all kinds of weather. The *natural* oils of Trinidad Lake asphalt keep Genasco full of life; and they do not dry out and leave the roofing to crack and crumble like roofings made of artificial so-called asphalts.

Genasco sales mean satisfied customers. And that is the kind you want more of.

Stock up and get your share of this desirable business.

The Kan'-leak Kleet is the lasting - quality fastener for roofing laps. Does away with cement and nail-leaks, and makes absolutely water-tight seams.



Order Genasco from your jobber with Kan'-leak Kleets packed in the rolls.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

Caverhill, Learmont & Company, Montreal
D. H. Howden & Co., Limited, 200 York St.,
London, Ont

AN OPPORTUNITY AWAITS YOU

to add considerably to your income.

Instead of wasting your evenings doing nothing—sometimes pretty expensive, too—you can make good money as a circulation salesman for the MacLean Publishing Company.

Get new subscribers for MacLean's Magazine, the publication which by virtue of the many and expensive improvements recently made, has jumped to the forefront in the national magazine field. It is essentially Canadian in spirit, and is published especially for Canadian readers and those interested in Canadian affairs.

We pay you most liberally for new and renewal subscriptions.

October, November and December are the three best circulation months in the year.

Now will be a splendid time for you to commence.

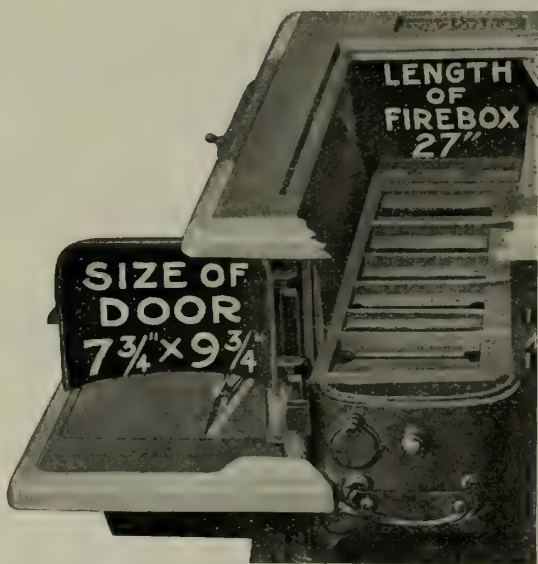
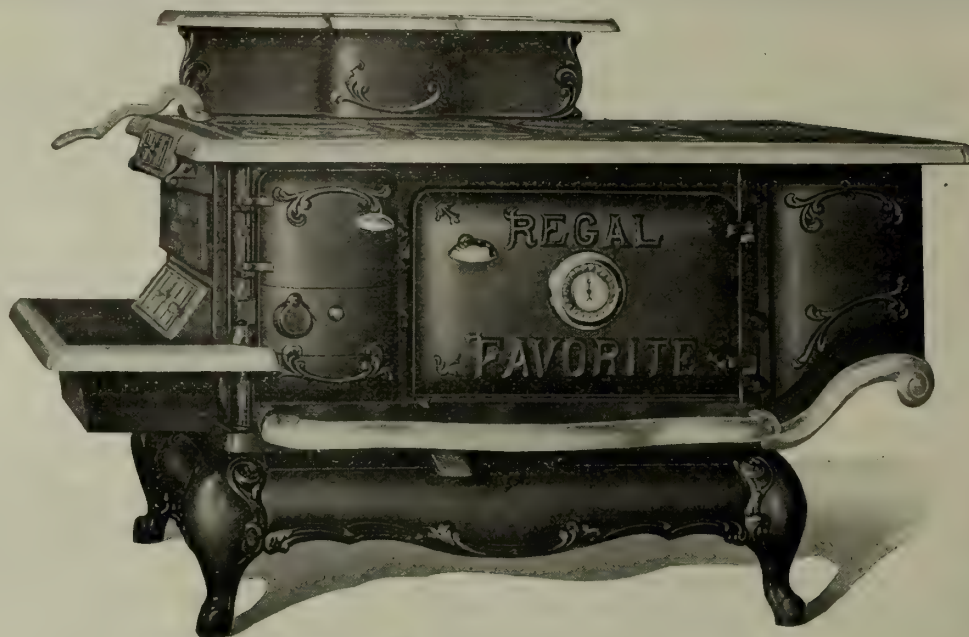
Write to-day to

MacLean Publishing Company

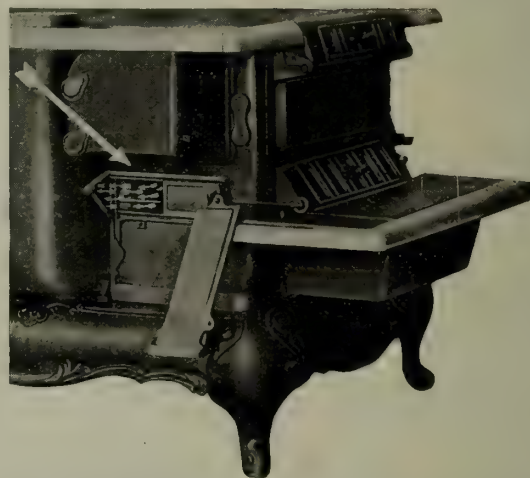
143-149 University Ave., :: :: TORONTO, CANADA

ARE you not repeatedly asked by your farmer customers for a High Class Coal and Wood Cast Range with a large and roomy oven and top cooking surface, and a long and roomy firebox for wood?

THE REGAL FAVORITE is specially built to meet the demands for a Range of this kind. Place one of these Ranges on your floor and corral the Rural Trade of your district.



Note the length of firebox for wood and the large firebox end door. The firebox for Coal is correctly proportioned and will retain a continuous coal fire day and night



The combined Draft Check and Dust Flue, as shown above, is a patented and exclusive feature found only in **THE REGAL FAVORITE**.

The principle of this Check and Dust Flue has been successfully used in Base Burners for years and is now applied for the first time to a range.

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FINDLAY BROTHERS CO., LIMITED
CARLETON PLACE, ONT.

BRANCH HOUSE,

260 Princess Street,

WINNIPEG

OLD
RELIABLE
HOUSE



MAKES
THE
VARIETY

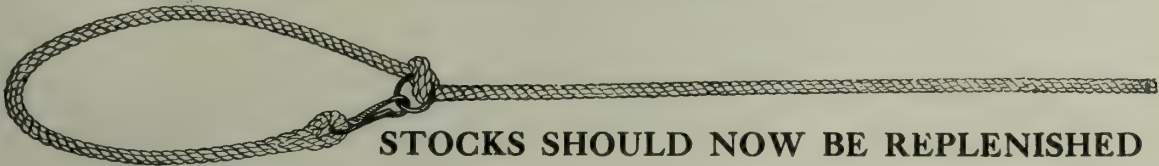
Consumers Cordage Co.,

LIMITED

MONTREAL, QUE.

HALIFAX, N.S.

Manufacturers of everything in Cordage, Twines,
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STOCKS SHOULD NOW BE REPLENISHED

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Snap Halters, Packings,
Twines.

RUSSIA

Halyards, Deep Sea Lines,
Packings, Twines.

SISAL

Snap Halters, Clothes Lines,
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WELL ASSORTED STOCKS CARRIED AT BRANCHES AND AGENCIES.

F. H. Andrews & Son
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22 Church St., Toronto, Ont.
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Tees & Persse, Limited
Winnipeg, Regina, Calgary,
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that is to say, men who know they could make more money if they
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TORONTO, CAN.



BUY DOMINION CARTRIDGES

GUARANTEED

SHOOT TRUE AND KILL

Pay the maximum profits with less capital invested than imported, duty-bearing brands, and assure satisfied customers.

MADE IN CANADA

We absolutely guarantee every Cartridge manufactured by us and packed in boxes bearing the above trade mark, and we want you to guarantee them to your customer.

Every batch of New Dominion is most carefully tested, for accuracy and velocity, rigidly inspected, and neatly packed in attractive lithographed labelled boxes

BEST ADVERTISED LINE ON THE MARKET.

Dominion Cartridge Company, Limited
MONTREAL, CANADA.



PRICE IS NO OBJECT WHERE THE DAY'S SPORT DEPENDS ON THE AMMUNITION

The Dealer who is awake to the Wants of Sportsmen stocks

Remington-UMC

Arrow and Nitro Club Smokeless Shot Shells

because the steel lining gives better pattern, better penetration and greater velocity for the same load.

Remington-UMC

Steel Lined Shot Shells

have won the Grand Canadian Handicap for five years straight.
Dependability is guaranteed by the name

Remington-UMC

Remington-UMC, the perfect shooting combination.

REMINGTON ARMS : : UNION METALLIC CARTRIDGE CO.
299 BROADWAY, NEW YORK CITY

Carry on an Early Shopping Campaign

It is in the Best Interests of the Hardwareman to See That Customers Start Their Christmas Purchasing Early—The Method Adopted by a Maritime Dealer
—Educational Measures are Necessary—Get the Newspapers to Help.

One of the first considerations in preparing for the Christmas trade is to educate the public in the necessity of shopping early. Every dealer knows that the average shopper leaves everything until the last moment. Some even neglect to make their Christmas purchases until the very last day. Every dealer likewise knows that this procrastinating tendency means that the customer is likely to get only half satisfaction and that the store is going to be crowded to the doors during the last few days before the holiday. Both customer and merchant suffer.

On the other hand, a longer period of holiday activity would mean that the trade could be conducted on a more dignified and satisfactory basis. People would be able to look the stock over at

leisure and pick out what they desired carefully. And it would be fairer to the merchant and his staff.

How to Do It.

One of the best methods is to use advertising space in the daily papers. A case is recalled where a hardwareman started on the first of November to insert in a corner of his advertising space a daily reminder of the approach of the festive season. It read: "Remember that there are only 54 more days before Christmas." This was left in the same corner of the ad. right up to the last day, the number being changed daily, of course. People were faced each evening with this reminder of the fast dwindling time for Christmas shopping. It had a good effect.

Sent Out Catalogue.

Although the best publicity medium known is the daily newspaper, some dealers have obtained good results by sending small catalogues and booklets throughout their district.

Last fall Watson Smith, hardware and stove dealer of Shubenacadie, N.S., adopted this method to encourage early shopping. He got out a neat little catalogue and sent a copy during the latter part of November to every household in that district.

He dealt with the question of early shopping in a very convincing way. Among the arguments advanced were:

The shopper who puts everything off until the last day, finds that the best of the stock has been selected.

The customer gets more attention between December 1 and December 20 than on the few days after that date.

Had Prepared Early.

One point should be borne in mind. If the hardwareman desires his customers to shop early, he must set a good example by preparing well ahead of time himself. Goods should be ordered in early and arranged in plenty of time. Watson Smith had not neglected this highly important feature of every successful campaign. He had selected his stock early and was prepared to do business in Christmas goods at the time the circular was published. In the circular, he says: "We have gone to considerable trouble and expense to select our stock and arrange it, and we want you to see all we have."

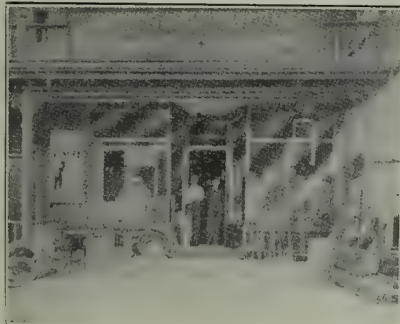
The result of this campaign was all that could be desired. The store did a thriving Christmas trade and, what is more to the point, stirred up a proportion of the people, at least, to earlier activity.

Get Paper to Help.

In carrying on an early shopping campaign, the hardwareman should enlist the support of the local papers. An occasional editorial reference and continual allusions in the news columns, will do a great deal toward educating the public to take a better attitude. The publisher owes this much to his retail advertisers and, in practically all cases, will be found ready to assist them in the matter. The writer has known of several cases where the newspapers conducted quite a spirited editorial campaign in favor of early shopping with splendid results.

1910
XMAS HEADQUARTERS

Something
for Everybody!



THE STORE

Where all can
be suited to

The Nicest Xmas Goods
ON THE MARKET



IN presenting you with our Catalogue we wish to remind you of the importance of EARLY XMAS SHOPPING. Don't put off this work (or pleasure at our store) until the last day, when all the best has been selected. We will have more time to attend to our customers from the 1st to the 20th.

Take your time and see what we have!

We have gone to considerable trouble and expense to select our stock and arrange it, and we want you to see all we have, and to know that better goods cannot be purchased for you. Toilet, Shaving and Manicure Sets, Fruit Dishes, Card Receivers, Bon-Bons, Sugars, and everything in Silverware. We have a nice stock of Napkin Rings, Pepper and Salt, Cream Pitchers, Carving Sets, etc., etc.

And we did not forget the Boys and Girls

Sleds, Skates, Dolls, Trains, Automobiles, Horns, Mouth Organs, Picture Books, Santa Masks, and many other goods too numerous to mention. Don't forget to see our Watches—Gold, Silver, Gun Metal and Blue Steel—\$1.25 up.

WE HOPE TO SEE YOU EARLY

When we can show you our stock. Your shopping done with us means a much Happier Xmas.

WATSON SMITH

SHUBENACADIE, N. S.

A Page From the Catalogue Issued Last Fall by Watson Smith of Shubenacadie, N. S.

Lesson 4--Course in Card Writing

Fourth of a Series of Twenty Lessons in Lettering, Spacing and Shading.
Showing the Actual Hand-Lettered Plate With Each Letter Shaded and a Card
Demonstrating Application.

By J. C. Edwards. (Copyright applied for).

Before we go any further, we will review the brush and ink problem. The most practical brush is the No. 7 red sable, flat, in Albata (German silver). The hair is the right length and is of the proper thickness to make the single and double stroke block letter as illustrated in the accompanying plate and card.

The cut inserted shows the brush flattened out in good shape and held in the hand in one of the positions brought into practice in this lesson.

Dip your brush into a wide-mouthed bottle of letterine and rub it out flat on the cardboard or palette, adding a little water if the ink is too thick, and does not work freely, by dipping the point of the brush into a tumbler of water.

When you have the brush in shape commence with the letter "a" and make

The strokes predominating in this plate are practically the same as those of lesson No. 2, with the addition of an extra stroke to broaden or double the strokes which require it. For instance, No. 2 in the letter "a" broadens the right-hand lower portion of stroke 1. Stroke 5 broadens the left-hand portion of the curve formed by strokes 3 and 4, and so on throughout the entire alphabet. This should be clear to you if you study the plate until you grasp the principle.

Take the letter "e" and you will notice that the 4th movement or stroke completes a perfect "e" of the "single stroke block" order and that the addition of strokes 5 and 6 broadens the outside strokes, giving the finished letter the appearance as shown in the plate. You will discover, in looking over this

"S" and "Z" the connecting strokes should be the double ones.

Take particular note of the "Z"—a common error with amateur card writers is in placing of the connecting strokes just the reverse to what is shown in the plate.

They begin the centre or connecting stroke at the left-hand top corner and run it to the right lower corner. Always start and finish as shown at the right top and end of the lower left. Note also the wide stroke of the "X."

The shading used in the letters of this plate is the top and right-hand shading to correspond with the capitals in the preceding lesson. The card pictured here is lettered in "single and double stroke" and "single stroke" block letters. The former being used as the display and the latter as the reader.

This shows the comparative strength of the two styles of lettering. Note the plainness of this card and yet the strength it has. Stick to plain work and do not attempt fancy stunts until you get the lettering perfect. Work slow and master every stroke. The speed will come with confidence gained by practice.

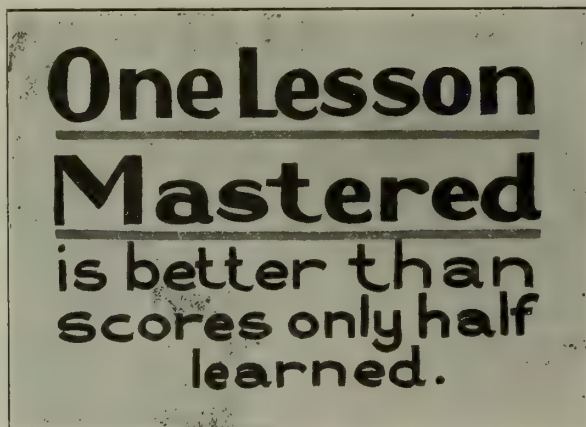
Care of the Brush.

After using a brush, wash it thoroughly in clear cold or warm water and gently draw it to a chisel shape before putting it away. Stand it on end or lay flat without the bristles coming into contact with anything to disarrange them and your brush will always be ready for use.

For further information re outfit, etc., write to J. C. Edwards, care MacLean Pub. Co., or Hardware and Metal, Toronto.

MAY PROTEST ELECTION.

The recount in Shefford County, Quebec, asked by James Davidson, who was declared defeated, while not changing the result has reduced the majority against the Montreal manufacturer to 22, and has shown that something like 200 ballots were disallowed for one cause or another. Mr. Davidson believes he has grounds upon which to protest the election, and is not yet sure whether or not he should take this action



Card showing application of the single and double stroke block, lower case.

the first stroke with one stroke of the brush at its full width. Do this between lines about an inch apart, also having another line above the top one and one below the bottom, and leaving a space between of $\frac{1}{2}$ inch.

These outside lines form the guide line at the top for such letters as "b," "d," "f," etc., and at the bottom for letters "j," "z," "p," etc.

Practice the different strokes as they appear in the plate. Make the double or wide stroke about twice the width of the single in every case, but be careful not to get the strokes crowded together, a very easy thing to do if the strokes are made too large for the size of the letter face (the letter face is the area of space taken up by the entire letter).

plate, that the broad strokes nearly always come on the extreme right and left sides of the letters and not on the top and bottom strokes.

This fact should aid you considerably in the execution of the alphabet when you have not the plate beside you as a guide. Such letters as "K," "S," "V," "W," "X" and "Y," also "Z," may bother you for a while to know what strokes to shade heavy, but by studying them thoroughly you will soon learn them and not make the common error of placing the wide stroke where the narrow one should be.

For instance, the third stroke in "K" being the top stroke, should be narrow. In "V," "W" and "Y" the left-hand strokes should be the wide, and in the

Plate N^o 4 ~ Single & Double Stroke Block ~ ~ Lower Case ~



a n a a a. b b b.
 c c c c c. d d d. e e e.
 f f f f f. g g g g g.
 h h h h h. i i i i i. j j j j j. k k k k k.
 l l l l l. m m m m m. n n n n n. o o o o o.
 p p p p p. q q q q q. r r r r r. s s s s s.
 t t t t t. u u u u u. v v v v v. w w w w w.
 x x x x x. y y y y y. z z z z z.

J. C. Edwards

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain, 8s 6d; elsewhere 12s

PUBLISHED EVERY SATURDAY.

THANKSGIVING.

When Thanksgiving Day comes around most men are inclined to review the events of the preceding year and estimate what they have to be thankful for. No matter how disastrous the twelve months may have proven in some respects, or how many reverses may have been sustained, it is always possible to reckon up a goodly total of benefits for which there is reason to feel a full measure of thanksgiving.

Members of the hardware trade have experienced a prosperous year. They can look back at twelve months of uninterrupted activity. Business has been good in all lines. Despite the fact that clouds of depression have hovered over the horizon of trade in the United States, the outlook in this country has remained clear and unclouded. The satisfactory condition of trade has been the inevitable result of the general prosperity which has been felt in all parts of the country.

The outlook for the future is equally bright. There is no reason to suppose that the coming year will see conditions of trade less active than during the year that has passed. There is on the contrary, ample grounds for supposing that 1912 will see an acceleration of trade activity and a new mark set.

With a prosperous past and a roseate future to add gladness to his Thanksgiving outlook, the Canadian hardwareman should be prepared to offer his heartfelt thanks on the day set aside for that purpose.

THE BLAME AND THE REMEDY.

Now there seems a probability that the price of paint will rise still higher. Sad tidings these; sad for the man whose house needs a new coat; sad for the dealer who has to explain to the consumer why he must pay more; and sad for the manufacturer, who gets all the blame. Oh, especially sad for the manufacturer.

It will be said that he has brought about the unpleasant conditions. Was not the price of paint last season high enough, he will be asked? Can he not be content with a fair-sized profit?

It will be only the few who remember that the increase in prices—if it comes—is the result of an increase in the value of lead and zinc. This few will realize that it is not the manufacturer who is to blame, but some unknown men—the syndicate—who have got control of the market, and who are limiting production and forcing prices up.

But even if prices do rise, hardwaremen need not be overly alarmed. A few cents on the cost of a tin is not prohibitive, if a man is made to see that the purchase of this tin will save him dollars. That is what the dealers will have to remember next Spring, as they are remembering it this year. It is not what a man spends for paint, so much as what he gets for it, which is worth explaining.

HARDWAREMEN AND THE CHRISTMAS CAMPAIGN.

It appears certain that hardwaremen, this year, will do more Christmas business than ever before. The growing tendency of late to improve the exterior and interior appearance of hardware stores, and the development in handling silverware, brass goods, cut glassware and other holiday lines has educated the public not to overlook the hardware store, in the Christmas shopping.

However, Christmas trading differs so radically from ordinary methods of retailing that it is imperative for the dealer to have the business machinery properly adjusted to meet the peculiar conditions. The exercise of a little forethought in planning for Christmas trade will not only serve to increase the business, but also to accommodate the trade that offers. It will enlarge the demand and improve the store service.

Having completed his Christmas buying the next thing for the hardwareman to do is to lay out definite plans for bringing the people into his store, and selling them the maximum quantity of Christmas gifts, once they are inside. This will more especially involve thinking along two distinct lines—advertising, and service.

During the next six weeks, Hardware and Metal will publish a number of valuable articles on the various phases of Christmas advertising and service, and, by following these articles closely, readers will not only be put in possession of ideas which have made good in other cases but original ideas will occur to them as they read. In actual results, this series of articles should be among the most valuable ever published in Hardware and Metal.

The subject of Christmas advertising will be taken up in such a way as to thoroughly cover window displays and show cards, as well as newspaper publicity. As for the question of service, it will be developed in connection with store arrangement and staff organization.

These articles will be practical, readable and strictly to the point. They should be studied by every subscriber and his clerks. In arranging for this series, supplemented by important Christmas window competitions, Hardware and Metal is playing no mean part in a holiday hardware business which promises to beat all records.

DRAWING POWER OF HARDWARE WINDOWS.

A great many men have failed to realize the fact that displays of unusual drawing power can be arranged with hardware stocks. During the past week one of the many Yonge street windows of the T. Eaton store, Toronto, has been attracting a good deal of attention. It contains a display of sporting goods, rifles, ammunition, skates, hockey sticks, etc.—goods which are to be found in practically every hardware store. This window has attracted more attention than any of the others which contain selections of dress goods, furs and furniture. It is rather a striking fact that a display of this nature should take precedence in public attention over windows containing goods which are generally believed to be of greatest interest and which, in the present instance, had all the advantage of elaborate and costly settings.

Most hardwaremen have been inclined to minimize the importance of the store window for the reason that they have thought they had nothing in stock to show which would be likely to attract interest in competition with the gay windows of the dry goods merchant and the fascinating displays of the jeweler. This idea would now seem to be thoroughly exploded. People will look at anything in which they take an interest, even if the display in itself lacks the quality of beauty. And no store carries more goods in which all people are more or less interested than the hardware store.

STEADYING THE PRICE OF TIN.

For the simple reason that the supply is not equal to the demand, there is not likely to be any fall in the price of tin for the time being at least. But one satisfactory bit of knowledge comes to the manufacturers and the handlers of the metal. In the future there are not likely to be such rapid fluctuations in its price as there have been in the past, for the Executive of the Metal Exchange in England has taken definite steps to prevent that. It has put on the regulations a new clause which allows dealers poorly supplied with Straits tin to fill contracts with other brands, making, of course, the proper reduction in cost.

This is a bigger step forward than might at first appear. In a measure it ties the hands of the syndicate, which has held control of the tin situation for well nigh two years, and which does not seem willing to relinquish its sway now. This syndicate will hereafter be unable to make such sharp corners, for in order to affect deliveries as in the past, it will have to control not only Straits tin, but also the other brands, with which Straits orders may be filled.

The exact result of the regulation will not be known for some time. To begin with, the rules do not come into force until February 2, and their effect will not be apparent at once. That any immediate reduction in prices will take place is far from likely, owing to the insufficiency of the supply. But at least it appears there will be a steadying of values, and should any brand of tin become more plentiful prices would drop naturally. It is the likelihood of any greater supply of tin being secured of which handlers are skeptical.

SALE OF TOOLS RESTRICTED.

An interesting by-law is now being considered by the Montreal council. It aims to regulate the sale of second-hand tools. The draft reads as follows:

"It shall not be lawful for any junk dealer or second-hand dealer to purchase any second-hand tools from persons who have no known domicile in Montreal, or are not accompanied by a person having a known domicile in Montreal, and the tools shall be delivered by the seller to the purchaser at the domicile of the seller, or, in the event of the seller not having any domicile in Montreal, at the domicile of the person who accompanies him. The tools sold shall be exhibited in the show-window of the purchaser during the two days following the delivery thereof."

Legislation of this nature would prove beneficial in a number of ways. The theft of tools from hardware stores has not been uncommon and the thieves have had much difficulty of disposing of their loot. The new by-law would make it practically impossible for persons to dispose of tools which had come into their possession by improper means.

POINTED EDITORIALS.

The rebels in China are using wooden shells in their cannon. No wonder, with the present scarcity of lead and iron.

Around about Thanksgiving Day, Canadians will do more damage to the race of Turkey than the Italians seem capable of doing.

A great deal of painting will be done by householders on Thanksgiving Day. An effort to capture this business should be made next week.

In Syracuse a widower with ten children has married a widow also blessed with ten. Even in this age of gigantic mergers this is worth nothing.

The number of those who are shot while shooting doesn't prove anything against the sport, but merely against some of those who indulge in it.

The weather man is not doing his best by the stove dealer. A real cold snap is needed now to bring the retail demand for stoves up to its busiest point.

Pembroke hardwaremen increased the circulation of their "Hardware Store News" on the second edition from 300 to 500. With such a knack, they should go into the newspaper publishing business.

Turpentine continues to slump in price. As it is much lower now than it was this time last year, the conclusion is drawn that last winter's record high-price flight will not be repeated. However, when turpentine is in question there is no telling.

The comparison between a horse deal and taking an old stove in part payment on a new one is apt. Some stoves will be found mighty balky, and a dealer informs us that he has on occasions been loaded up with stoves which would not "stand without hitching."

The procrastination of the average Christmas shopper is chronic. Never do to-day what you can leave off until Christmas Eve seems to be the motto on which most persons act. The habit is a hard one to cure them of, but the dealer who goes about it the right way can do so.

A banker and a newspaperman have deserted their former employments to enter the hardware business at Vancouver. If the former displays his training in handling the financial end of the business and the latter shows what he can do in publicity methods, they both ought to be pretty successful.

The decease of an emu in a public park in New South Wales revealed the fact that its stomach contained four pennies, six halfpennies, nine 2½-in. nails, five marbles, one pump connection, one umbrella ferrule, one key, one medal, one clock-wheel 2½ in. in diameter, two collar studs, one safety-pin, two staples, three washers, three coat buttons, twenty-four pieces of assorted crockery and glassware, and one large pin 2 in. long. This bird apparently intended to start in the hardware trade. Granted a longer lease of life and it would have collected a large enough stock to start in business.

Show Cards Bring Christmas Business

Attract People's Attention, both without and within the store—They are now Being Used to Emphasize Newspaper Advertisements, Pointing out Articles Which Have Been Extensively Described—Give Customers Information About Goods, Making it Unnecessary for Them to Wait for Busy Clerks—Cards Virtually Act as Salesmen Themselves.

One of the great aims of the business man to-day is to attract attention to his store and to the goods he there has for sale. He wants to make people see that he has something worth seeing. So extensive advertising space is taken in the daily papers; so the windows are dressed and redressed; so silent salesmen are being used, in many cases to the exclusion of the old solid wood counters; and so show cards are being more and more employed.

People's attention must be arrested. True they have come down town to shop, but perhaps they have come with only one article in view. If they do not see anything else they want they will go home after having made their solitary purchase; but let some display, some advertisement or some show card, attract their attention and another sale is practically completed.

Show Window the Store's Magnet.

Show windows are the great magnet of the retail store. The newspaper advertisement is more than a magnet. Its force is as wide as the paper's circulation. A window is different. It attracts only those who come within close touch. Yet this number is so large that the influence of the window is by no means confined.

The window is, to a retail store, what the "Barker" is to a circus side show. It is the agent which tells the passers-by, what they may expect to see inside. The window differs from a "balyhoo man" in only one respect. It tells the truth.

More and more retailers have come to recognize the value of the window, so more and more they are using it. Generally it is recognized that to crowd is poor policy. Yet, as Ernest Kerr, of R. & W. Kerr, Montreal, says, "a window is so valuable that it must be made to say everything of which it is capable." To accomplish this, show cards, such as clerks all over the country have been learning to write through the lessons given in Hardware and Metal, are being largely employed.

Wise to Show the Price.

"We have found," said Mr. Kerr, "that it is wise to let people see the price of the articles shown in the window. If they are attracted by a display they will pause, and they may come in-

side; but if the price is attached to the article which interests them, and if that price is reasonable they are more likely to enter the store. It is a good thing also to make the show cards bring out the quality of the goods displayed. People cannot see everything by looking at the object. Make it talk about itself, through the show card."

Not only the windows but the counters of the Kerr Store illustrate the meaning of Mr. Kerr's remarks. In the centre of one window are some playing cards and beside them a pile of those white, blue, and red articles used in the great American game—poker. Beside these, is a card bearing these words: "Inlaid, unbreakable chips, \$3.00 a hundred." Other small show cards tell about the fine quality of the cards, while inside, larger cards draw attention to blankets, sweaters, sporting goods and stoves. The pasteboards are not so numerous that they look badly. They are artistic, and add to, rather than detract from the appearance of the store.

Show Cards Demand Attention.

But show cards have attractive values when placed in other places than the windows. Especially is this true in department stores. There, many people go through sections of the store in which they have no idea of making a purchase. They have to, either to get the door, or to reach some department where they do expect to find articles of interest.

But while passing through this unsought section, they may be stopped by a sign, "Aluminum Kitchen Ware," they will exclaim, looking up. Then they will examine the goods which the sign indicates. Their attention has been attracted, and they are quite likely to make a purchase.

The show cards are so many commands to stop and look. They are advertisements in themselves, but they are also being used to emphasize newspaper advertising. In the Hardware Department in Morgan's large store at Montreal, for instance, is to be seen this sign: "As advertised, aluminum cooking utensils. Best Quality." Such a sign reminds the customer of what he or she has read. It forces home the thought that this particular line of utensils must be particularly good, since so much is being said about them. It creates interest, and creating interest creates sales.

Answer Innumerable Questions.

"Yes, I consider show cards of incalculable value," remarked the manager of the hardware department in one department store. "They are useful the year round but especially so during the season which is just approaching. They help the salesmen greatly."

"Why," continued this man, after looking around his display, "see the number of cards which quote the price of the articles. They do more than help the salesman. They act as salesmen themselves, quietly answering the innumerable questions which would otherwise be directed at the clerks. That's an important thing at Christmas time. When this department is crowded we have not time to go with customers from counter to counter. We have not time to quote them prices on the many articles in which they may be interested but which they probably will not buy that day. But the show cards have the time. They have been prepared ahead of time, and standing sentinel over the goods tell what these are and what they are selling for. Many people come to us and say, 'I'll take one of these,' showing some article of which they know only what has been told them by the show card."

Call Attention to Bargains.

Other means of employing these sales fetchers may be employed. Wilders, Limited, of Montreal, who are handling stoves extensively, are using the signs in their windows to point out bargains which they are offering. The cards state the name of the stoves, the prices for which they have usually sold, and the prices at which they may be obtained inside.

There are hundreds of ways in which show cards may be employed to advantage at this time of year. They may point out gifts suitable for different classes of people. They may state facts so that people can learn what they want without waiting for the attention of busy clerks. They will undoubtedly attract a great deal of notice, and all for an expenditure that amounts to little. In many stores clerks have fitted themselves to do this work. They have made themselves especially valuable at this season.

A Talk to Sales Managers

An address given before the Executive Club, Chicago.

By R. R. Shuman.

The problem of winning the individual and collective heart of a vast and unseen multitude is very different from the problem of persuading one man face to face, eye to eye.

A clever salesman may sell a customer.

Advertising must make a thousand customers want to buy.

When the salesman who, by force of his stronger personality, persuades a weaker man than he to buy what he does not want or more than he needs, or more than he can afford to buy, he is illustrating the difference between selling a man and making the man want to buy the goods for their value's sake—their worth's sake to him.

The victim in that case is buying not goods, but experience—and sometimes dearly.

A sale of that kind has no permanent value and is usually cancelled; or, if not cancelled, is consummated under protest.

It makes enemies, not friends.

Personality Versus Merit.

The other kind of selling—the selling that creates the desire to buy, has a deeper foundation than that of a temporary surrender of will. It goes to the very foundation of things and builds business from the ground up.

The word-of-mouth salesman depends on his own personality more than on the quality or merit of his goods.

The printed salesman depends more on the merit of the goods or proposition advertised than on personality.

Yet there may be and indeed must be personality in the printed or written selling talk—for the composite buyer has a human side—a heart—just as the individual has; and the man who can best play on the soul side of the vast audience who reads his ads., his form letters or his booklets, is the man who has come the nearest to the secret of success in the important matter of building business friendship by wholesale.

The old-fashioned way to advertise had for its keynote the thought "We want your orders." It was the plea of the beggar, supported sometimes with a beggar's threat.

The new way to advertise is to reach away down into the mainspring of self interest—the self interest, not of yourself, but of the other man.

In many lines of business it can go no farther than the second Sheldon step—creating a desire to buy—getting the inquiry; and the salesman must do the rest.

Attention, Interest, Desire, Resolve.

In other activities, as in mail order advertising, it runs the whole scale of the Sheldon formula.

But in either case the printed word, to be effective, must be so attractive that it first forces attention to itself; then overcomes the inertia of the reader sufficiently to make him do more than glance at the headlines; then so convincing that it overcomes all the powers of personal persuasion of the eye-to-eye salesman who is waiting his turn to be heard, or who has just made his personal appeal.

It is not an easy thing to do. Indeed, it is so difficult that few succeed at it. Yet it is so intensely important a business force that the advertising manager of most businesses should, at least, rank with the sales manager.

The sales manager who handles 10 salesmen perhaps makes through them 100 calls a day, let us say on retail grocers, at an expense to the house of \$100 a day—a dollar a call.

The advertising manager at the same time may easily call on 200,000 men in the same day at a cost of one cent a call—measured by full-page ads in trade journals that reach the same men that the salesmen reach.

Yet you men—you who are sales managers and proprietors, hire "kids" to do this work and pay them kids' wages plus the high-sounding title of "Advertising Manager." You hire them, not to manage advertising, but to grind out copy—such as it is. You hire them, not to buy advertising, but **not** to buy advertising—convenient buffers between your august selves and the advertising solicitors,—and they have to run to you with every \$10 item.

You trust them to handle the multitude of prospects while you busy yourselves with the few who happen to call or write.

Poor Prospective.

I was in a store the other day when I heard this conversation.

"Say Hanson, what are you doing?"

"Oh, I'm grinding away at that ad."

"Jerusalem! Man, can't you see there are a couple of customers up front? Go and wait on them instead of wasting your time on that fool ad. I'm sorry I ever listened to that solicitor."

I got acquainted with Hanson, under some pretext, and from him learned that he was trying to get up an ad. for the Sunday Tribune, and that the Boss would never let him alone 10 minutes at a time.

Think of it! Making a man neglect

his talk to 350,000 in order that he might talk to one!

Think of trusting the speech to such an audience to a cub salesman who happened to be willing to undertake the job!

I am now talking to 80 men. Though I have nothing to sell you—no self interest whatever—I am trying to make my talk 80 times as worth while as if I were talking to one man.

And this is my thought whenever I write an ad.

Say I am writing a page soda fountain ad. to go into a drug journal that has 10,000 circulation; I see before me 10,000 druggists, seated in a vast auditorium, eyes turned toward the platform where I stand—men who paid for the privilege of hearing what I have to say and what others have to say—paid in the form of their annual subscription to the paper.

What an opportunity! Ten thousand men, with an aggregate buying power of 30, 40, 50,000,000 of dollars. The value of all advertising is measured by the buying power of the audience that reads it and that's why I am a champion of trade journals. Of those 10,000 certainly 1,000 must need soda fountains—and that thousand will buy from somebody—a thousand fountains at an average cost of \$1,000 apiece—\$1,000,000 in real prospective business in my line seated before me!

Ye gods! for the power of a Pitt or a Webster! It is a supreme moment! What shall I say to win them?

First I must get their undivided attention. They are tired. They are listless. Some are talking. That is the problem of the headline and the picture, and in both I shout so that they must hear.

Metaphorically, I single out a little old fellow far back under the gallery, and make him lean back comfortably instead of straining forward with his hand to his ear.

Metaphorically, I also single out as I proceed with the text of the ad. one after another of the audience who shows interest, and talk to him as man to man.

Do I say "**We want your order?**" Not on your life. He knows that. I tell him—and in doing so tell all the great audience—how earnestly we strive to make our fountains better than the rest; point out mechanical features in which they are better, and in every word and thought try to put myself in his place and show him what he has to gain in dollars and cents, in increased busi-

ness, in the friendship of his own satisfied customers.

I try to crowd into the few moments allotted to me so much personality, so much confidence, so much faith in our product, that they will come forward after the session and ask for prices and terms.

A Vital Calling.

Nobody can talk slightlying about advertising in my presence. Nobody can call me "Only an advertising man" in my presence. My calling is vital. Its possibilities are boundless. Its power cannot be measured by the yard stick with which you measure the individual salesman. It is the new force in business that lays foundations of future greatness. Its work is permanent. Its responsibilities, too, are multiplied by the magnitude of its opportunities.

Every advertisement talks to an audience, and every audience has its own personality—its composite heart and soul, hopes and fears, likes and dislikes. It is different from any other audience, and it must be appealed to as a composite personality, rather than an impersonal thing.

That audience is a harp of myriad strings and every clear true note I utter sets corresponding harp strings and heart strings to vibrating in harmony with me.

I must be discreet, for the printed word, with no trick of eye or voice to interpret it, is so easily misunderstood.

I must be truthful: for there is no unsaying or explaining away a thing once said.

I must be earnest, for indifference on my part is absolutely fatal.

And above all I must speak in simple language.

Let me say that again; Advertising to succeed must be expressed in simple language. In short, it must be easy reading, and it must be worth reading.

Lincoln said that the Lord must have loved common people or he wouldn't have made so many of them.

Plain Talk, to Common People.

When you advertise you are talking to common people; or even if you are talking to a special audience of the cultured few, your best success lies in sounding the homely notes that are common to all.

No advertisement was ever great just as no oration was ever great that did not ring true.

No advertising man ever achieved permanent greatness who did not speak from the heart—and honestly.

A clever salesman may deceive and delude one man, but no man is shrewd enough to deceive a multitude—not for any length of time. Let him try it and a thousand eyes will bore deep into his

insincerity and a thousand tongues will expose his rascality.

Necessary Qualities.

For this reason personal honesty, nobility of character, sincere personal belief in the thing advertised are necessary first steps in the making of a man who will make a talk that will win a host of other men.

And a second step is the quality of being in tune—in tune with his fellow man, and particularly in tune with the particular audience which he is addressing.

To be in tune with any audience, he must know his audience—his composite man just as a salesman should know his individual man.

And the best investment a firm can make in its advertising department is to give the advertising man such capable assistants that he himself has the time and the strength to go out and get acquainted with men and conditions on the outside, so that when he writes his printed message to those men, he can see them clearly before him, in the composite, and understand their problems, their methods of thought, their attitude toward the printed word.

Advertising has ceased to consist merely of writing and printing something and sending it out.

So complex has this problem become, indeed, that advertising may be either the worst sink-hole into which a man may put his thoughtless money, or the richest gold mine in which to invest the best brains that money can buy.

It is almost a sacred thing, this privilege of talking to thousands—to millions—in the privacy of their homes or the seclusion of their private offices. And the reward that comes from winning the trust and confidence of a multitude is one that cannot be measured by the cash balance of a day, a week or a year. You are building, not for now, but for a generation to come—and generations on top of that.

Treating Advertising Slightlying.

Yet, how do you approach this opportunity?

By treating advertising solicitors like book agents.

By getting rid of them as long as you can; then finally silencing them by signing their contract for as small a space as you think will pacify them, and tossing them a "card" for copy.

You don't believe me?

Go back to your office and look through the "junk" in your advertising contract envelope—bought, not because you wanted it or even knew what you were buying; bought from a mixed sense of fear and duty, just as I buy tickets to the switchman's ball when a couple of ugly mugs shove them under my nose.

And what do you get?—CARDS.

CARDS—public acknowledgement of your own weakness—vertebrate and financial; CARDS that automatically put you—no matter how rich you are—down in the "Piker" class at the bottom of an obscure back page.

CARDS that show little faith in your own goods and actual contempt for the audience that asks for bread and receives a stone.

What the "Card" Says.

Here's what a CARD in a trade paper says to me.

I am Blind! Blind to the opportunities of the business world about me. Blind to the power of true advertising. Blind to the fact that the countless eyes of the composite customer are scanning the printed page for something worth reading about my goods. Blind to everything but the dollar I own—and the fear lest I lose it is wrenching even that dollar from my very grasp.

Not blind only, but DEAF.

Deaf to the clang and roar of the business world about me. Deaf to the questions the world is asking about my goods. Deaf to the clear call of duty to my business, myself and my family. Deaf to every sound save the clink of the dollar I own, and I squeeze that dollar so tightly that its ring is turned to lead.

Not deaf only, but DUMB.

Standing here on the platform of a great auditorium—a multi-million-dollar audience of purchasers of my own kind of goods before me, and, though invited to tell that vast company of buyers my business story, I stand mute with only power to hold up my shrinking little business "card" and run to cover.

Gentlemen, you can't win the great composite buyer with any such miserable makeshift as a "card." Cheap as it is, it is money thrown away. No cheap advertising is worth its cost—it only cheapens and discredits you in the eyes of the men you wish to reach.

The composite buyer is great and broad and must be approached greatly and broadly.

FINDS IT A NECESSITY.

Tessier, Sask., Oct. 16, 1911.

The MacLean Publishing Co.,

Winnipeg:—

Gentlemen, — Having purchased the business from W. Hopkins, I find that I will require your valuable journal, Hardware and Metal, as an aid.

Kindly forward same to my address for a year. Mail the invoice for subscription and I will remit the amount.

Yours very truly,

G. A. LANGTRY.

Twenty Years Ago In the Canadian Hardware Trade

The following items are reproduced from Hardware and Metal of twenty years ago:

"W. A. Niall, who has filled the position of head clerk for G. McLean, hardware merchant, London, for the past three years, left for Cincinnati Saturday afternoon, where he has secured a good position.

Editor's Note.—G. McLean remained in the hardware business in London, until a little over a year ago, when he sold out. During the present summer, he purchased the store of J. E. Wainwright, on Roncesvalles Ave., Toronto, and has made many improvements in the store equipment.

* * *

"It is reported that the Consumers' Cordage Co., has just organized its management, and steps are being taken to increase the capital stock from \$1,000,000 to \$3,000,000."

Editor's Note.—When the above note was written, twenty years ago, the Consumers' Cordage Co. were the only cordage manufacturing firm in Canada. The trade need not be reminded that they are still doing a large business in this line. They have mills at Montreal and Halifax.

* * *

"The firm of Robb & Son, founders, St. John, N.B., is to be turned into the Robb Engineering Co. Capital quarter of a million, in hundred dollar shares. The manufacture of all electrical appliances will be added to their business."

* * *

"H. Douglas, of Hastings, Ont., has gone to Campbellford to continue in the hardware business, Mr Douglas and Mr Tait having bought out the large establishment of Chas. Gillespie."

Editor's Note.—Two of the leading establishments in Campbellford, to-day, are those of D. W. Douglas and T. S. Tait & Sons.

* * *

"Tom Dexter, representing H. S. Howland Sons & Co., wholesale hardware merchants, of Toronto, has started east on his way home, finishing up a very successful three months' journey in Manitoba, the Territories, and British Columbia."

Editor's Note.—Mr. Dexter is one of the best known hardwaremen in the country. He has risen to the manager-ship of the Howland firm.

Hardware Letter Box

Prices on Brooms.

Inquirer, Ottawa—"Why do you not publish in Hardware and Metal the current quotations on brooms?"

In Canada there are no particular standards by which brooms can be definitely quoted in a general way. In the United States, however, the business is standardized to the extent that prices may be quoted on "No. 1 Corn," "No. 2 Corn," etc.—Editor.

Putz Cream.

Geo. A. White, Trenton, Ont.—"Is there any broker handling Brasso, Putz Cream and 3 in 1 Oil?"

Brasso is sold by Gilmour Bros. & Co., St. Peter St., Montreal; Putz Cream by Dorken Bros. & Co., McGill St., Montreal; and 3 in 1 Oil by P. W. Robinson, 226 Villeneuve St., Montreal.—Editor.

Stove Repairs.

Carnegie Bros., Port Perry, Ont.—"Kindly tell us if you have the information at hand, who can supply repairs for the Dufferin range, made by Hart & Smith, of Belleville."

The repairs in question can be secured from Jones Bros., Bracondale.—Editor.

Munroe & Zavitz, Wallaceburg.—"Where can we secure repairs for model Peninsular No. 9-19, formerly made by Grundy Bros., Kincairdine?"

The business of Grundy Bros. is now carried on by Grundy & Son, Strathroy. The Peninsular of that size, however, is made by Clare Bros., Preston, and repairs could be secured there.—Editor.

Range Boilers.

Inquirer.—"Can you tell me the names of firms in Toronto manufacturing range boilers?"

Toronto Hardware Co.—Editor.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

FIFTY HUNTING STORIES.

"Fifty Prize Hunting Stories" is the title of an attractive illustrated booklet just issued by the Harrington & Richardson Arms Co., Worcester, Mass.

The stories, which were submitted in competition for prizes offered by the company, are all declared true, which merely indicates that stranger things are happening in this old world every day than are recorded in the works of the short story writers. In the fifty stories are related strange ways in which birds have fallen victim to the shotgun. But there are also tales in which bears and lions have been the quarry.

The booklet is one that will not be thrown away.

ELECTRICAL SUNDRIES.

A neat booklet of vest pocket size has been issued by the Canadian Carbon Co., 96 King St. West, Toronto, descriptive of their X cell dry batteries, carbon products and electrical sundries. The booklet is well illustrated and quotes list prices on all the products described. It contains thirty pages.

SAFETY RAZOR CATALOGUE.

The International Distributing Co., of Montreal, has issued a comprehensive catalogue, giving details about the Yankee Safety Razor, the Ever-Ready Safety Razor, and the various rubber-set brushes which are handled. The catalogue will be forwarded to any subscribers to Hardware and Metal who ask the company for it.

CROSS-CUT SAWS.

Henry Disston & Sons, have prepared an interesting circular on cross-cut saws, dealing more particularly with the length of "rakers," or cleaner teeth. This important question is discussed in all its phases, and illustrations on a large scale are introduced to support the claims made by this firm, on behalf of the design they have adopted in their cross-cut saws.

A BOOKLET ON CONCRETE.

In a booklet entitled, "What the Farmer can do with Concrete," the Canada Cement Company of Montreal gives a great many useful hints both for the farmer and for the dealer who does business with the farmer. The simple method in which concrete can be mixed is set forth in the introduction, then follows suggestions of uses which may be made of the material; how it can be employed to improve old buildings; how concrete walks and gutters may be made; how carriage houses may be improved by a concrete entrance; how corn cribs may have a concrete bottom, how root houses may be made of the material; and how concrete water troughs made be used to the advantage of the stock.

New Officers of Wholesale Association

Final Session of Yearly Meeting is Given Over to Annual Election—Sessions Were Helpful and Interesting — Parcels Post Up.

Hamilton, Ont., Oct. 21.—The Canadian Wholesale Hardware Association concluded the transaction of annual business to-day, by electing officers for the ensuing year. The elections resulted as follows:

President, A. Jeannotte, L. H. Hebert & Co, Montreal; vice-president, W. J. Lawson, Rice Lewis & Son, Toronto; secretary-treasurer, Jenkins & Hardy, Toronto; executive committee, S. R. Kennedy, Kennedy Hardware Co., Toronto; Alex. Prudhomme, A. Prudhomme & Fils, Montreal; Victor Lemieux, N. Lemieux & Fils, Quebec; G. C. Davis, Frothingham & Workman, Montreal; D. H. Howden, D. H. Howden & Co., London.

All the new officers are men well known in the trade, from long years of affiliation with their respective houses.

Interesting Sessions.

The annual sessions of the association were largely attended, and proved, therefore, of great interest. The business was necessarily of a private nature, but a number of the topics discussed were of general interest.

The question of Parcels Post was introduced, but, as the topic came up at a time when there were only a limited number present, the discussion did not lead to the adoption, or even the proposal of a resolution. It was apparent from the tenor of the remarks made, that the wholesale hardwaremen are interested in the matter.

BROOM FACTORY AT RIDGETOWN.

Ridgetown, Ont.—Alfred Farnsworth, a Ridgetown boy, recently returned from the West, has purchased the Hunter building on Erie St. North, and will establish a broom and brush factory. Machinery from the Comber factory will be transferred to Ridgetown, Mr. Farnsworth expecting to start the factory running in November. Considerable broom corn was grown in Essex this year, which will be largely used.

SARNIA FACTORIES EXTEND.

Sarnia, Ont.—It is announced that the Doherty Stove Manufacturing Co. intend to make an extensive addition to the present factory. The plant will be practically doubled as a result of the proposed extensions.

The Imperial Oil Co., also has plans ready for additions and extensions to its works, which will mean an expendi-

ture of from \$500,000 to \$750,000. When the additions are completed, about 200 men will be added to the present staff.

EXPLOSION KILLS FOUR WORKMEN.

Rigaud, Que., Oct. 20.—An explosion of dynamite occurred here yesterday afternoon in one of the mixing houses of the Curtiss & Harvey Company, of Canada, manufacturers of explosives. Four men who were at work on the dynamite were blown to atoms, and a great hole was made in the ground. The other fourteen isolated houses, which constitute the works were not injured; but windows were broken miles away, so great was the shock.

How the accident happened is not known. The men were examined as usual for matches or other inflammable substances before they went to work.

Only the model construction of the plant, it is said, prevented the results being still more terrible. Seventy men were at work in the various buildings when the explosion occurred.

SATISFIED WITH WESTERN OUTLOOK.

Col. Gartshore, vice-president and general manager McClary Mfg. Co., left Winnipeg this week for the east, after a three weeks trip through the west. Col. Gartshore is not at all pessimistic regarding the business outlook in Western Canada, but characteristic of the man he referred sympathetically to many western farmers whose crop was wholly or partially ruined by the extended period of wet weather. He considered that the total yield would be such as to sustain general business in its present normal and really active conditions.

A CORN CONTEST.

Rodney, Ont., Oct. 19.—D. Misteale, hardware merchant, is conducting a corn contest. The terms of the contest are advertised as follows:

"Three prizes of \$4, \$2 and \$1 will be given for the best eight ears of any variety of corn grown in the townships of Aldborough or Orford; corn to be delivered at D. Misteale's Hardware before Dec. 1; all corn entered for competition to remain the property of the prize giver. Each exhibitor will have the right to name three judges for the competi-

tion. The three whose names appear the oftenest, and who are non-exhibitors, will be the judges."

The contest is attracting a great deal of interest.

PARTNERSHIP DISSOLVED.

On October 7th, the partnership between Walter Robbins Cherry and John Bush, trading as the Auto Controller & Switch Co., at Vienna Road, Bermondsey, London, England, was dissolved. The business of the Auto Controller & Switch Co., including the manufacture of "Fluxite" soldering paste, is being carried on by Walter Robbins Cherry alone, under the old name and at the same address.

LEAVING FOR THE WEST.

Before those working in the Peterborough Hardware Co. went home last Saturday night, they gathered for a few minutes and presented Bert Gillespie, who is leaving the company for Edmonton, Alberta, with a beautiful silver mounted umbrella. Mr. Pratt, manager of the retail department, made the presentation, assuring Mr. Gillespie that he had the best wishes of all with whom he has worked in Peterborough.

CAMPING SCENE HANGER.

The Dominion Cartridge Co., Montreal, have issued a very attractive hanger



of a camping scene, which they are sending to any address, upon receipt of the side of a shot shell box, bearing the words, "Dupont Smokeless Powder."

Christmas Window Competition

Valuable Cash Prizes to be Given by Hardware and Metal—Separate Contests for Large and Small Towns—Three Impartial Hardwaremen Will be Judges—Contest Closes January 1st.

In accordance with Hardware and Metal's policy of encouraging progressive window dressing ideas, especially as related to holiday trade, the annual Christmas window competitions are being made more comprehensive this year than ever before.

As before, there will be two competitions, one open to hardwaremen or their clerks, in towns of less than five thousand population, and the other in towns of more than five thousand.

In addition to three money prizes in each class, Hardware and Metal has decided to pay cash for every photo of a Christmas window which, while not coming within the list of prize winners, contains some good idea which might be of value to readers of this paper.

In some previous contests many clerks who have dressed a good window have been slow to have it photographed and submitted in the contest, because they would be money out of pocket unless they succeeded in winning a prize. For this reason, Hardware and Metal has adopted the plan mentioned above, and every Christmas window photograph submitted in the contest and not winning a prize, will be paid for in cash, if it is sufficiently good to merit reproduction in the paper. This means that no clerk who has dressed a really good window will run the risk of losing anything by having it photographed for this competition, even though he may not succeed in capturing a prize.

Competition for Large Towns.

The first competition is open to hardwaremen or their clerks, in towns or

cities of 5,000 or more. Three cash prizes will be given, as follows:

For the best Christmas window, \$5.00 in cash.

For the second best Christmas window, \$3.00 in cash.

For the third best Christmas window, \$2.00 in cash.

In addition to these prizes, \$1.50 in cash will be paid for any photos submitted in the contest, which show merit, and are considered worthy of reproduction in Hardware and Metal.

Competitions for Small Towns.

The second competition is open to hardwaremen or their clerks in towns of less than 5,000. Prizes and conditions in this competition are identical with those in the first competition.

Conditions of the Competition.

These competitions close Jan. 1st, 1912, and all photos submitted must be postmarked not later than that date.

Three prominent retail hardwaremen will be the judges in the competition, and the windows will be judged on the following basis: Selling value, 60 per cent; attractive appearance 30 per cent.; description, 10 per cent.

The description should be brief and should deal with the main idea of the display, the materials used in dressing the window, the results in actual sales, so far as they may be traced, and other particulars of interest.

Photos and descriptions should be addressed to the Editor of Hardware and Metal, 143-149 University Ave., Toronto, and marked "For Christmas Window Competition."

is now practically completed and Mr. Child moved his stock in this week. The store is 32 by 60 feet and is two stories in height. It is equipped and fitted out in a thoroughly up-to-date way. The interior fittings include a number of handsome silent salesmen, Myers Bros.' ladders, Bowser oil tanks and other features. An electric lighting system has been installed. All in all, it is one of the most complete and up-to-date stores to be found in any of the newer districts of Canada. The short time taken in its erection and the difficulties under which the proprietor has necessarily labored, make the complete adequacy of the building and equipment all the more remarkable.

Great Business Done.

Mr. Child has been doing a remarkable business since the fire, despite the fact that his stock has been housed under canvas. The people of Cochrane have gone about rebuilding with great perseverance and energy and there has been as a result, a heavy and substantial demand for all varieties of hardware. Since early fall, the call for stoves has broken all records and carloads have been disposed of in this place alone.

A Record.

Mr. Child stated that he has in three months sold five carloads of roofing papers and tar felt. This constitutes somewhat of a record. To satisfy the local demand, he has had a special roofing made up for his trade, which he has named "Never Leak."

The demand for paint and glass has been unprecedentedly large.

NEW FACTORY AT WINDSOR.

Windsor, Ont.—Architects Crane & Pennington have completed plans for a new factory for the Hupmobile Company, to be erected in the new industrial section. Tenders for the construction of the building are now being asked, and the work will go on as soon as possible. The total cost of the new factory will aggregate about \$30,000.

TO AUTHORIZE LOAN.

Granby, Que.—The secretary-treasurer of the town has been authorized to frame a by-law authorizing a loan of \$5,000 to the Granby Hardware Co., for ten years without interest, the company to be capitalized at \$250,000, with \$25,000 paid up.

T. McAvity & Sons, St. John, N.B., have asked the city for a piece of property needed to make an extension to their foundry.

Phoenix-like, Business Arises from Ashes

Frank A. Child Moved Into His New Store at Cochrane this Week—Has Done Business in Tents Since the Big Fire—Has Established Envious Records in Point of Business Since Then.

Cochrane, Oct. 24.—Frank A. Child, hardwareman of this place, might well adopt the word "Phoenix" as his trade motto for he has literally resurrected his business from the ashes of the big fire which swept Cochrane on July 11 of this year. He was away at the time but at once hurried back, after having made a flying trip to Toronto to order new stocks. He arrived back in Cochrane within a week of the time that the disastrous conflagration started and, as he had had the forethought to purchase

tents while in Toronto, he came equipped for an immediate start. The tents were erected and business was carried on under canvas for some weeks. Business proved to be phenomenally good right from the start.

In the meantime plans had been laid for a new store and building operations were started just as soon as the material could be obtained. Believing that it would pay him to erect a structure of substantial proportions, Mr. Child laid his plans for a building of good size. It

News and Methods of Canadian Hardwaremen

Dealer Shows Live Fox in Window—An Essay Contest Conducted in Stove Store—Good Stores That Specialize in Low-Priced Articles.

FOX IN WINDOW.

Hawkesbury, Ont.—That an exhibition of a live animal in a store window is a great drawing card, has been proven by L. P. Beaulne, local hardwareman. He recently arranged a very original and interesting window display by putting in some stuffed birds, branches, leaves, hunting supplies and last, but not least, a live fox. The antics of the animal kept large crowds in front of the store from early morning until late at night.

Mr. Beaulne was able to trace direct returns in the shape of sales of sport-goods to this effective display.

HANDLING NEW LINE.

Elmira., Ont.—M. Weichel & Son announce in their weekly budget of news that they have taken up a new line of goods. They have secured the local agency for the Sharples Tubular Cream Separator. In order to push the sale of separators, they announce that they will be pleased to show and demonstrate them to all who call at the store or that they will make calls at the homes of all prospective purchasers and take a separator along for purposes of demonstration.

Weichel & Son have taken advantage of the proximity of Thanksgiving Day to push the sale of table cutlery and carving sets, with the result that splendid sales have been made.

AN ESSAY CONTEST.

St. Thomas, Ont.—W. B. Jennings Co. have been holding an Imperial Oxford essay contest. Participation was limited to children ten years of age and under. Despite the tender years of the participants, some excellent essays were sent in on the merits of the Imperial Oxford, and the efforts of the three winners were published in the local papers. The prizes given were: First, a 16-inch doll and a folding steel doll cab; second, a doll cab with folding top and rubber tires, and third a collapsible doll's cab.

SPORTING GOODS BUSINESS.

Halifax, N.S.—In a recent interview with the merchant, F. J. Cragg, hardwareman, expressed the opinion that business in sporting goods this summer had been about the best in the history of the trade. "There is no doubt about it," said he, "our people are spending more time in play than was the vogue with their grandfathers. I'm sure, too,

that they are all the better for it. Life isn't worth living if it brings nothing but work and I am sure that a good baseball nine or tennis club is one of the best things that I can think of for the small place where there are not many amusements of a moderately exciting character."

CHEAP FEATURES IN GOOD STORES.

Montreal.—In a store where high class goods are regularly sold, it is sometimes wise to display cheap lines. This even refers to window displays, where price cards are often in place. M. Philbin, Montreal, gives a fine example of this in the window which he is now showing on that part of St. Catherine street where the best class of people in the city pass almost daily. There Mr. Philbin has featured a display of toasters, the price of which, plainly stated on a card, is fifteen cents.

These toasters are for use on gas stoves particularly. They need little explaining, anyone being able to see how they are operated. And those toasters are taking many people inside the store. There they see other things which they want—things which are much more costly.

It appears that no person—rich or poor—is offended by the display of something which is cheap. Many do not want to purchase in a cheap store, but they are quite willing to buy something cheap in a good store. A man who has trade among well-off people has to be particular that his shop does not get the appearance of a bargain hunter's rendezvous, but if he exercises care the advertising of a low price line can not fail to bring good results.

OFFERING BIG VALUES.

Tweed, Ont.—The Fawcett Hardware Co. are advertising "unprecedented values in hardware." Among the goods that they are advertising are stoves and ranges, churns, washing machines, brushes, lanterns, guns, cutlery, polishes, meat choppers and brooms. Special attention is paid to stoves and heating supplies. The announcement is made very effectively in half-page space.

A MOTION DISPLAY.

Toronto, Oct. 23.—A motion display in one of the windows of the Aikenhead hardware store has attracted consider-

able attention during the past few days. A revolving stand with four swinging panels is used for a display of carborundum goods. With each revolution a different panel comes to the front and the panels turn around. As both sides of each panel are used to show goods, the display certainly does not lack variety.

Hardware Trade Gossip

Western Provinces.

C. W. Worsell, a tinsmith, has started in business at Glen Ewen, Sask.

C. W. Gimby has bought out the hardware section of the business of F. E. Bissett at Brownlee, Sask.

Z. E. Martin, president of the Martin-Senour Co., has returned to his Chicago headquarters after a trip to Winnipeg.

W. W. Pope, inspector of agencies of the McClary Manufacturing Co., is making his regular tour of the western provinces.

The hardware business lately carried on by G. T. Mitchell & Co., at Baring, Sask., has been taken over by Richard Randall.

J. T. Macdonald, Calgary, have decided to go out of the grocery business and devote their energies entirely in future to hardware, retail and wholesale. The firm will continue to occupy the same premises.

The Saskatoon Hardware Co. have secured a lease on premises in the Helgeron block, Saskatoon and will move in about November 1. It is the intention of the company to greatly extend the scope of their business.

Large real estate purchases have been made in Edmonton, presumably for the G.T.P. The sum of \$10,000 had to be paid to the leaseholders of two stores included in the deal, one of the leaseholders being W. H. Bunting, dealer in hardware.

Scott & Gibson, Waskada, Man., have purchased the hardware business of the Estate of R. B. Mackay, at Melita, which they are continuing at the old stand. Mr. Scott was for a number of years in the employ of the firm of Campbell & Ferguson, hardware merchants, of Waskada, and Mr. Gibson hails from the same town.

PRODUCTIVE OF GOOD RESULTS.

"We admire the way you take an interest in the trade generally by reproducing and criticizing advertisements and window displays, and undoubtedly this is productive of good results."

ILLSEY BROTHERS,
Castor, Alta.

HARDWARE TRADE GOSSIP

Ontario.

The Peterboro Lock Manufacturing Co. are running a night shift.

F. A. Coons, of Winchester, is spending a fortnight in the north country, hunting.

T. L. Waldon, of Waldon Co., Winnipeg, is in Toronto this week on a business trip.

J. W. Young, of St. Marys, has taken a position in A. Schmidt's hardware store, Sebringville.

The Copp Stove Co., Fort William, has been incorporated with a capital stock of \$300,000.

Percy Whitney, with W. F. MacPherson of Prescott, has been taking a short holiday in New York.

Ernie MacDonald of Cornwall, took advantage of an excursion last week and paid a visit to New York.

William Mundle, of the firm of Mundle and Percival, Kempville, is enjoying an extended trip to the coast.

Louis Mosseau, Belle River, has decided to build a hardware store in St. Joachim, and will remove there.

David Allison, of Sanders, Soul & Casselman, Chesterville, is taking a holiday which he will spend hunting.

The Toronto Board of Control has passed a regulation preventing builders from covering frame buildings with tar paper.

The Geo. Taylor Hardware Co., New Liskeard, have taken over the stock of Fred Fergusson, who is retiring from business.

Tenders have been called for the erection of a factory to cost \$15,000 at Windsor, Ont., for Canadian Winkley Co., manufacturers of brass goods.

W. J. Carruthers, hardware and general merchant, of Baltimore, died last week in Cobourg hospital from typhoid fever, after about three weeks' illness.

W. Vallance, of the Wood-Vallance Hardware Co., Hamilton, is on a trip to the West. He recently visited his nephew, James Vallance, of the Vernon Hardware Co.

Lt. Col. Gartshore, general manager of the McClary Manufacturing Co., has returned to London from a trip right through to the Pacific coast. He visited the branches of the company at Winnipeg, Calgary and Vancouver.

The Toronto Ad. Club listened to an address by Paul Fitzpatrick, on the practice of merchants substituting another article for the one asked. He defended it, in case both articles were advertised.

Rath & Richardson, proprietors of the Tweed Hardware Co., have completed their first year in business. They mark the occasion by publishing a letter of

thanks to their customers for their liberal patronage during the year.

C. E. Mills, of Brinston, has sold out to Coombs Bros. Mr. Mills has been in business there for some years, and has become one of the best known hardwaremen in Eastern Ontario. He has not yet decided upon his future plans.

H. Joy, hardwareman of Porcupine, was in Toronto last week ordering supplies. He has already become thoroughly established in business again since the disastrous fire and speaks highly of the prospects of that part of the country.

Anthony Mole, Queen street west, Toronto, has adopted a unique method of reminding his customers that the present is the stove season of the year. He has erected an arch on the outside of the front entrance to the store, composed of stove pipes, so that his customers enter through this arch.

A small fire broke out in the cellar of the store of the R. Mulhall Hardware Co., Ottawa. It was owing to the prompt response with the mechanical fire extinguisher from No. 8 fire station that the fire did not gain any headway. Someone, it is thought, accidentally dropped a match among several rolls of tar-paper and it set the whole thing going.

In addition to the extensions now being made by the John Morrow Screw Co., Ltd., Ingersoll, amounting to some \$150,000, the company have decided to erect a new building for the manufacture of twist drills. The building will be constructed south and east of their present buildings, and will be one storey high for the time being, which will admit of a second storey being added at any future time.

Quebec.

George N. Gray, of Ottawa, visited Montreal this week largely on business.

Scott C. Ball, of Sargeant & Co., New York, spent last week in Montreal.

C. Leblanc, of Joliette visited a number of his friends in Montreal this week, being in the city on a buying trip.

A. L. Stackhouse, of Kinburn, Ontario, was in Montreal during the week and called upon a number of the jobbers.

George Caverhill, of Caverhill, Learmont & Co., Montreal, celebrated on Wednesday of last week, the fifty-third anniversary of his birth.

Local Union No. 116, Tinsmiths and Roofers of Montreal, are holding their first dance and euchre of the season at National Hall this Saturday evening.

Walker's hardware store on St. James Street, Montreal, near the corner of McGill, is now nearly completed. Extension

improvements have been made inside and out.

J. R. Henderson, president and general manager of Brandram-Henderson, Montreal, is in England now on a short pleasure trip. He is expected back early in November.

Patrick James McCabe, well known to the hardware trade of Quebec, died suddenly in Winnipeg last week, and was brought back to Buckingham, where interment took place.

Mr. McCabe was a young man, only 33 years of age, and the news of his sudden death came as a shock to the many hardware travelers who have had dealings with him and who have learned to like and respect him.

As well as operating a general store in Notre Dame de Laus Mr. McCabe was interested in lumber, having carried on active operations in this line both in his home town and in Idaho. Lately he has been with the Western Automobile Association in Winnipeg.

Among the Quebec retailers visiting Montreal this week were: A. Lesage, St. Therese; H. Desmarais, Marieville; P. Phoenix, Granby; L. O. LaSalle, St. Jacques L'Achigan; and H. Manpetit, Ste Anne de Bellevue.

J. G. Lewis, of Lewis Bros., Montreal, was taken suddenly ill at the St. Maurice Fish and Game Club, Wayagamac where he went on a shooting trip last week. He was moved to Quebec, and in the Jeffrey Hale hospital underwent an operation for appendicitis last Sunday. Mr. Lewis is doing well, and it is hoped he will be about again in a few weeks.

Hardwaremen who attended the Peterboro convention last February, will remember the genial clerk, "Tommy," at the Oriental. Regret will be felt at the news that he is very ill with tuberculosis, and may not recover. The travelers who called at Peterboro, have opened a subscription list in his behalf, and, up to Friday had secured nearly \$500 in a week's time. "Tommy" was very popular with guests of the hotel.

Western Provinces.

The death is announced of Geo. Rush, hardware dealer of Kelso, Sask.

O. Wratsky has started a hardware and furniture store at Edmonton.

Thos. W. Colley has started in the hardware business at Outlook, Sask.

The Manitoba Glass Mfg. Co., Winnipeg, have authority to increase their capital stock to \$100,000.

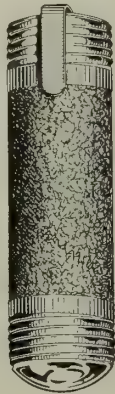
McPherson Bros., Medicine Hat, will open their new hardware store in the Becker Block on November 1.

Chas. Mulvey, for two years president of the Retail Hardware Merchants' Association, Winnipeg, has been elected president of the Elmwood Curling Club.

New Hardware Goods

ELECTRICAL GOODS.

The Canadian Carbon Co., 96 King St. West, Toronto, have added a new line to their list of electrical specialties, and are now manufacturing spark plugs under their "Nine Lives" trade mark. These spark plugs are said to give perfect service on either high or low tension magnets, dry cells, switch board, motor cycles or gas and gasoline en-



gines, or, in fact, anywhere that a spark plug is used. The company give a broad guarantee with the "Nine Lives" spark plug, undertaking to replace any plug that proves defective, in one year.

Another novelty which is also being put on the market by the Canadian Carbon Co. is a tubular flashlight, as illustrated above. This flashlight has a metal case with alligator finish. It is $1\frac{1}{2} \times 6\frac{1}{2}$ inches in size, and is complete with two-cell tubular Tungsten battery, and $2\frac{1}{2}$ volt Tungsten or Bram lamp.

THE ALOXITE RAZOR HONE.

The Carborundum Company, Niagara Falls, N.Y., has perfected a new razor hone that is meeting with the approval of the barber and the self-shaver. The new hone is made from Aloxite, the new abrasive material manufactured by the Carborundum Company.

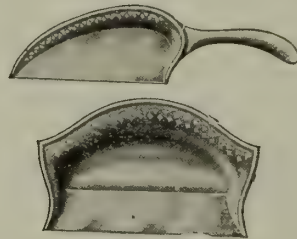
Aloxite is a product of the electric furnace. It is hard, sharp and with just the right degree of temper or toughness to make it the ideal abrasive for razor honing. The most minute Aloxite powders,—powders so delicate and fine that they will float in water for sixty minutes are selected for the razor hones. These powders are so minute

that they give the hone that smooth, velvet-like surface so much desired, yet they cut an edge on the most stubborn razor blade so quickly and easily that it is truly surprising. The Aloxite Hone can be used dry or with water or lather as preferred.

The Aloxite Hone is put up in a most attractive blue, gold and white box and is already meeting with a big sale among the hardware dealers and barber supply houses.

CRUMB TRAY.

Sternau & Co., 195 Plymouth Street, Brooklyn, N.Y., are offering the trade crumb tray and scraper, set No. 895, as illustrated. This set may be had in old brass or velv copper, both of which present a very pleasing effect. It is also supplied in nickel-plate and silver. The extreme length of the scraper is



$11\frac{3}{4}$ inches, and extreme length of the tray is $8\frac{1}{2}$ inches.

Another new article being marketed by the same firm, which is of special interest at this time, is Percolating Coffee Pot, No. 2822, illustrated herewith.



This pot has a capacity of 3 pints, and is furnished in either copper, nickel-plate or silver-plate.

NEW "PRECISION" TOOLS.

A new way of holding tools in a bit brace has been devised by the Russell Jennings Mfg. Co., who make the bits bearing this name. The new way of holding tools has called for a change in the shape of the bit shank, and an entirely new design of holding chuck.

The new Russell Jennings boring tools have a patented turned shank, about 2 inches long, with a slot $\frac{3}{8}$ inches deep in the end, in place of the common square

shank. A portion of this shank is tapered slightly down to the shoulder, shown in the accompanying illustration. When inserted in the chuck, the shank is prevented from turning, by the slot fitting over a key in the bottom of the chuck, which also is patented. It is kept in perfect alignment by the close



Fig A.



Fig B.

Fig. A shows the new "Precision" chuck, while Fig. B shows the "Universal Precision" chuck.

fitting split bushing in the chuck, which fits over the bit shank, both bushing and shank having the same taper. The manufacturers claim that tightening the chuck even with slight pressure, grips the taper shank so that the bit cannot be pulled out.

The advantages claimed for the new "Precision" tools, are first—perfect alignment, second—reduction of time required for placing or removing tools, and third—the secure hold on the bit shank with little effort applied to the chuck. Further, there is no tendency of the shank to work loose while the bit is in use.

While the great advantages of this new shank might be realized immediately upon use, the carpenter cannot be expected to discard his outfit containing many tools with the common square shank. To provide for this, the Russell Jennings Mfg. Co., makes also a "Universal Precision" chuck, which readily takes either the common square shank or the new "Precision" shank. In this way, the carpenter may utilize his supply of square shank tools, while gradually replenishing his outfit with the new "Precision" tools.

Stoves, Furnaces and Cooking Accessories

Paper Bag Cookery is Making Friends

This System is Becoming Popular in Montreal, Where Retail Stores are Handling Goods—One Sale Leads to Others—The Better Classes are Those Adopting This New Method.

Montreal, Oct. 27.—Paper bag cookery is winning its way here. The bags are now on sale in several retail establishments in the city. A good amount of advertising is being done, and the people are becoming interested. An innovation such as this does not win its way in a week or a month, but indications are that the new system of preparing food is destined to become exceedingly popular this winter. Many are buying the bags now, and salesmen say that each sale brings others. Women come after the paper devices saying they have seen the way they work in a friend's home.

In Wrong Department.

Goodwin's, Limited, have actively taken up the sale of the bags. They are not to be found in the hardware department, where many look for them, but in the stationery department. Undoubtedly they have some right to be thus located, for they are paper; but they are also cooking appliances, and as such might better be located with the hardware. People go to the stationery counter for notepaper or books. The thought of cooking is not in their mind.

But, though it does seem the bags

might be better sold in another department, sales in goodly numbers are now being effected. The goods are shown to the customers. Pamphlets telling about the new system are given out to those making purchases of other goods. Some newspaper advertising has been done; while a window display of the cookery drew considerable attention. All these things have created interest, and according to the statement of the manager the sales are growing daily.

The Bachelor's Friend.

But it is not the women alone who are using these bags. There are bachelor apartments in the city where the occupants occasionally prepare their own breakfasts. Some have taken to the use of the bags, claiming they can retire to bed after putting in their bacon, getting up only when the breakfast is cooked.

It seems there is a widening field for the use of these bags. They are a novelty now, but if they work as well as those who have used them claim, they have come to stay. Hardwaremen might be able to make a good profit by handling this new line.

for this best range in preference to receiving the ordinary cheap range as an absolute gift."

This is a strong argument and, what is more, it is quite justified by the facts a good stove will make up to the owner the difference in cost between it and a cheaper variety in a very short time indeed. The statistics given above are well worthy of careful study by every hardwareman.

Advertising Accessories.

The number contains an effective reference to the stock of heating accessories carried. Under the cut herewith



Illustration for ad. of heating accessories in Dewar & Ryan's "Hardware Store News."

Strong Arguments in "Hardware Store News"

Pembroke Dealers, Who Issue a Store Paper Monthly, Take Up the Stove Question and Present Effective Arguments—Strong Point Made With Reference to Elimination of Waste in Cooking—Direct Results From Issue of Paper.

Pembroke, Ont., Oct. 23.—Dewar & Ryan, hardware merchants of this place, have been issuing a monthly booklet, which they call "Hardware Store News." It is circulated among the people of this town and vicinity, and contains a sprinkling of well-written and well-illustrated advertisements. The reading matter consists of anecdotes, mostly of a humorous nature, and quite a little miscellaneous information on scientific and general topics.

The October issue, just out, is termed the harvest number. It contains some interesting matter with reference to stoves and heating goods.

One article deals with the matter of waste in cooking, and introduces some pointed arguments in favor of the purchase of high-grade stoves. An extract is introduced from a paper read by a

member of the National Association of Stove Manufacturers (American), as follows:

"During the lifetime of one ordinary range, on the average, the value of food cooked on it is not less than \$12,000. The value of the fuel used in this time is \$1,000, and the value of skilled labor expended in cooking this food is \$5,000. The total value of food, fuel and labor, therefore, is \$18,000."

The speaker went on to estimate that on this range the spoiling of food would cost \$1,200, adding, "If the use of the very best and most convenient range, it is possible to make, will result in a diminution of only 15 per cent. in the food waste which ordinarily occur in cooking, the housekeeper could afford to pay \$180

reproduced, the following appears:

"Whatever be your means of heating, there is quite a large number of articles that are necessary for the care of fire. If you desire stove boards, coal hods, shovels, poker, or other necessities, please remember that this is the place to secure them.

The Second Edition.

This is the second edition of the "Hardware Store News" that Dewar & Ryan have put out. In response to a query from Hardware and Metal, they write: "We are very well pleased with it so far. The first issue numbered three hundred, and we distributed them throughout the town with the parcels going out. Before our October number was sent out, many people were in the store during the month, asking for our Harvest number. We were, therefore, obliged to get out 500, and in a few months we, no doubt, will have a greatly increased circulation.

"With reference to direct results from the Harvesting number, they have been numerous. We feel that this is a good advertising proposition."

Stove Shortage a Fact in Quebec

No Denying the Fact That Orders Can Not be Filled Immediately—Sales Managers Receive Complaints About Tardy Shipments—Up to the Factories to Turn the Goods Out, Say the Managers.

Montreal, Oct. 19.—Some time ago there was considerable speculation regarding a possible shortage in the stove supply. When, in August, manufacturers were asked about this they stated that they had a good supply on hand; and gave it as their opinion that all the season's demands would be met promptly. That was in August. The manufacturers are telling a different story now, for in the Province of Quebec at least there is a shortage of stoves. It has not brought any serious results as yet, but has already resulted in a good deal of inconvenience.

The sales managers of the different concerns are receiving so many orders that they cannot fill them immediately. This, of course, is hard on them; and it is also hard on the dealer who placed the order. That dealer writes a complaining letter to the house, and this of course adds to the troubles of the sales manager.

One Letter of Protest.

Here is a letter which came to the head of one sales department. This is written in a different vein from many that are received but yet reflects the dissatisfaction which is felt by the many who cannot promptly secure the stoves which they need.

"Dear Sirs:—

"The time limit has again expired in which you promised to deliver the stove that has been about three months on order. What are you going to do? What are you going to say? Can you tell me what to say to an infuriated yellow-haired woman who has been fooled over the delivery of this stove so long?

"It's the truth. I feel like getting out the back door when I see her coming.

"On receipt of this write and say something."

Some Cause for Rejoicing.

A letter like that is inclined to make a sales manager think. It gives him cause for rejoicing that he has not to face that "infuriated yellow-haired woman," yet it makes him feel the urgency of getting off that stove which has been wanted for so long. In this particular case the regret of the sales manager over the delay is somewhat tempered by the knowledge that the order has been made and countermanded two or three times. Still, he would like to have it filled.

And he can't, for the same reason that he cannot fill so many other orders—he has not the necessary stoves on hand.

"We have had difficulty getting cartage for our goods to and from the stations," said one manager. "That, we have overcome. Now, we are receiving shipments from the factory promptly, and getting our shipments off promptly. It is simply up to the factory. If they can turn out the goods we can fill the orders. If they are unable to manufacture as fast as we receive orders, there is no helping it—some people will have to wait for their ranges."

GOOD STOVE BUSINESS IN MARITIME PROVINCES.

St. John, N.B.—Not for many years, local hardware dealers say, has the trade in stoves of different kinds, with their accessories, been so brisk as has been the case this fall, and they look for a continuance of the same for some weeks to come. One dealer this week said that while business in stoves during the summer had been, to say the least, discouraging, the past week or two were making amends for this, and indications were that the present month would be a record breaker with many merchants in so far as their stove sales were concerned.

"Already," he said, "the Maritime factories are having all they can do to fill orders, and even when they do so, it is rarely on scheduled time, for the merchant has to really place himself on a "waiting list."

"Our factories in New Brunswick are shipping many stoves to Upper Canada and the west, while the factories through the upper provinces are doing the same in this direction. Competition is quite keen, but business is such as to gladden many a trader's heart. I am not merely speaking for myself alone, but I know that several other merchants are in the same position, namely, disposing of a great number of stoves."

The same merchant said that not only room stoves, but kitchen ranges were in good demand, and the sale of both wood and coal stoves was very good. He added that the number of oil heaters sold this fall had so far given much promise, the dealers advancing the argument that at present "a fire is not needed in the boiler or furnace, but it

was necessary to have enough heat to take the chill out of the air, and that is where the oil heater is the right thing in the right place, because they are efficient, safe, economical and cleanly."

W. S. Fisher, of the firm of Emerson & Fisher, hardware dealers, returned this week from the North Shore, with a party of friends, with whom he was on a hunting expedition, in which they were quite successful, getting two moose.

J. W. Andrews and R. Percy Seeley, of the traveling staff of W. H. Thorne, general hardware merchant, returned this week from a hunting trip in which they were successful in landing a fine moose.

CONDITION OF U. S. STEEL TRADE.

Cleveland, O., Oct. 26.—The Iron Trade Review to-day says:—Taken as a whole, orders for steel products this month compare favorably with those of the same period last month. In semi-finished steel, mill orders exceed those of September, due largely to the fact that the larger users are gradually increasing their stocks at to-day's price level. Fewer structural lettings are reported, and competition for steel bars and plates has developed still lower prices. On recent sales, if figured back to a Pittsburgh basis, a price of 1.05c, Pittsburgh, was made on steel bars, but this price is exceptional. On the same basis, plates have sold as low as 1.15c. Hopes of improvement in the steel market are based on the expected buying on the part of the railroads. Some car orders have been placed, and low prices on steel products and a threatened car shortage are expected to result in additional awards in the near future. The New York Central is reported to have placed some orders for cars. The Pressed Steel Car Co. has received orders for 500 tank cars for the Union Tank Line; 100 gondolas for the Texas and Pacific, and some additional passenger coaches for the Pennsylvania. The 7,000 tons of plates for the tank cars will be rolled by the Carnegie Steel Co., which has also received a contract for 4,800 tons of plates for two boats to be built by the American Ship Building Co., and an order for 5,000 tons of structural steel, to be used in the Pennsylvania Railroad grade crossing elimination work at Cleveland. Several fairly large orders for iron and steel line pipe have been placed. The important development of the iron market was the sale of 6,500 tons of basic and malleable, at \$12.50, valley, a reduction of from 60 to 75 cents a ton on malleable. The Carnegie Steel Co. is operating about 80 per cent. of its ingot capacity. Wire products have been reduced \$1 per ton.

STOVE AND HEATING MARKETS

MONTREAL.

Montreal, October 26.—Conditions are more favorable now than they have been since the fall rush started. Firms are catching up with their orders, ten days being about the time which shipments are now behind. Ten days—that is a rational delay, much different from the six weeks which concerns admitted they were behind a week ago.

The warm weather of the past fortnight is given as the cause of the better conditions of delivery. The manager of one concern states that the orders for heaters have eased up quite perceptibly so that it has been possible to devote more attention to back shipments. The factories too have had a much needed respite, in which they have been able to turn out the supplies required.

One manager states that the warm weather has not had any effect whatever upon the demand. Not even for heaters has there been a perceptible let up in the orders. But this is an unusual condition. The majority of the manufacturers state that the demand for the past ten days has not been as brisk as it was before. They are not complaining of this slowness. Rather they are rejoicing because of it. They yet have all the orders that they can fill, and there is little use getting calls for more heaters, ranges, and furnaces than can possibly be supplied. That only hurts the reputation of a concern.

Still there is some complaint about cartage. At one concern it is said that goods which were ready for shipment a week ago are still standing in the warehouse. "We get one dray where we need six," said the manager. "We have complained and threatened but it does not seem to do any good."

At another manufacturing concern the head of the shipping department states that there was great difficulty getting proper cartage a month or so ago, but this, he declares, has passed away now. It would appear, from what is learned, that the carrying companies are giving better service in some parts of the city than in others.

Collections are generally reported satisfactory, but it is expected that conditions in this department will be considerably better next month.

Ranges.—The more temperate weather has had little direct effect upon the orders received for these cookers. But it has enabled the filling of orders quicker, for the reason that the factories have been able to ease up on the manufacture of other lines and devote their

attention more to ranges. So goods are being shipped from the works more rapidly than in the past.

Oak Heaters.—Still the demand is good. At some concerns it is stated that orders have fallen off, but other concerns report a heavy demand. What falling off there is, evidently is only temporary. From the country round comes word that these comfort-givers are more popular than ever.

Base Burners.—The demand for this stove comes from communities. Few are sold in the city. Even in the lower townships the demand is not as great as it was five years, or even a year ago. But from the West the call comes loudly. There this style of heater seems to gain in popularity.

Gas Ranges.—Just the usual fall business of equipping new homes and apartments is reported. What movement there is takes place within the city.

Furnaces. — Contractors principally order these, and they have not put off their demands for the change in weather. They want to rush their work through, and so have been pressing for prompt delivery. The manufacturers and wholesalers simply cannot promise this, but the easing up in some lines has enabled them to give more time to furnaces, so they are in a better position now than they were a short time ago.

Kitchen Furnishings.—Good demands for enamelware are reported. But especially good is the call for what might be termed fall lines. Coal hods and ash sifters are being ordered by the retailers. Tinsmiths are sending in urgent orders for elbows and stove piping. Coal shovels too are wanted, while lanterns are being shipped out in all directions. Even those living in the city need a lantern at this season of the year, and those living in the smaller places or the country simply cannot get along without one.

TORONTO.

Toronto, Oct. 27.—A cold snap is needed to bring the retail demand for stoves and heating goods along. People as a general rule neglect this matter until the weather becomes such that they are literally compelled to buy. The temperature has been very mild up to the present and the demand for stoves has not, therefore, properly begun except in the northern sections where the weather has been more severe. Dealers are not complaining, however. They say that, if colder weather brings the expected increase over present trade, the season will prove a record-breaking one.

Ranges.—The manufacturers are being

rushed to keep up with the demand for ranges.. "We have just a little more business than we can conveniently handle," said one manufacturer. Shipments are a little behind and all stove makers agree that they could sell more than they are doing, if they could get the supplies. It is, of course, a surety that the same condition will hold right through the month of November.

It is stated that one branch of a large Canadian company is already \$40,000 ahead of last year at this time.

Oak Heaters.—The demand continues brisk. The better grades of oak heaters have been pretty well sold out and the makers are kept scraping around to fill orders. This does not hold good, however, with reference to the cheaper grades. There are plenty on hand. The demand is all for the better varieties—a very satisfactory feature.

Base Burners.—Business in this department is picking up. Good sized orders are coming in from the northern parts of the country and the trade is beginning to pick up in the sections around Toronto as well. There has been an active demand for the smaller sizes of base burners.

Gas Ranges.—A little business is still being done. Some orders were placed this week but all were of the sorting-up order.

Furnaces.—The biggest rush is being experienced in the furnace department. The demand has become so great that the manufacturers cannot begin to keep up with it. Rush orders by mail, telephone and personal call are pouring in for lots ranging from one to forty. These orders are filled invariably on the instalment plan and difficulty is frequently found in making the instalments. One manufacturer showed the writer a batch of furnace orders for immediate delivery which had come in on one mail. They will have to wait their turn.

Canada Plates.—There is a little difficulty being experienced in getting supplies now but it is in no way serious. Prices remain firm.

Kitchen Furnishings.—There is a well sustained demand for all varieties of heating accessories — scuttles, shovels, fenders, lifters, pots, pans, kettles, etc. Repairs are also active.

COMPANY BUYS LARGE SITE.

Sherbrooke, Que.—John Mulvena has sold 100 acres of his land, which lies between Sherbrooke and Ascot Town line to the British Canadian Explosive Company. The price paid is said to be \$12,000. Definite information is hard to obtain, but it is reported on fairly good authority that the company will shortly erect a plant upon the property and start manufacturing.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN

Montreal.

Lead.—Domestic Trail 35 cents advance per cwt.

Imported Pig 15 cents advance per cwt.

Lead pipe, discount reduced from 50 per cent. to 45 per cent.

Toronto.

Turpentine.—Down 2 cents.

Pig Lead.—Now quoted 4½ cents.

Winnipeg.

Glass.—Advance of 25 cents.

Lead.—Up 25 cents per 100 lbs.

MONTREAL.

Montreal, Oct. 26.—Lead has advanced again, as was to be expected from the starved condition of the market. There has been such a scarcity here, that some of the factories which require large quantities were almost forced to shut down this past week. They had not a great supply on hand, and only the arrival of an English shipment made it possible for at least one plant to keep open.

Tin too is scarce. The predictions of a bull market during October and November continue to prove true. During the week the price on the primary market rose somewhat, and a corresponding rise was expected here. However, conditions steadied down. But there is no expectation of a lower figure being struck.

In spelter there has been a drop. The high prices which have obtained have apparently scared off purchasers, and the present decline comes as a direct result. The pendulum here has swung back. What its next swing will be remains to be seen.

Tin.—It is the future of this market which is interesting. The executive of the London Metal Exchange has enacted regulations, making it possible for those handling the metal to fill contracts in brands other than Straits, if they are unable to secure enough of that line, making of course the proper concessions in prices, concessions which are set forth in the rules of the executive. These rules do not come into force really until February 2, so the result will not be known until some time after that date. One thing this change will do however, it will tend to prevent a syndicate cornering the market as it has done in the past. With this new regulation in force, the bulls would have to get control not only of Straits, but of English brands, in order to effect their manipulations.

But the great trouble with tin at present is the supply. It is rumored that this will become even more inadequate within a few months. Men who are far from alarmists, predict a serious conditions of affairs before the English executive's new rules come into force. Still, it seems that tin would be a good buy in moderate quantities, upon any drop in the price.

Antimony.—The demand has improved somewhat, but the market is featureless. There is yet plenty of the metal on hand to insure prompt deliveries.

Lead.—The scarcity of the English lead has caused great trouble here. Trail lead has advanced, as has the English product. But that is not the most alarming feature. The worst phase is the scarcity of all lead. Trail can hardly be secured, say the dealers. Those having contracts are getting some, but even they have to be content with smaller shipments than they desire. Those who have not contracted have great difficulty in getting lead at all.

"I could have disposed of 500 tons with ease this week," said one handler. "But we had not the stock and we could not get it."

Prices, this man thinks, are due to rise considerably higher. The quotations now are: Domestic (Trail) pig, per cwt., \$4.35, imported pig, \$4.60. The discount on lead pipe has been reduced to 45 per cent.

Spelter.—The European market has dropped, and as a result there has been a drop in the American prices. It is getting near the point where Canadian handlers can think of bringing in the European metal. That of course, forces the situation in the States, bringing about a drop. What the exact drop will be is not certainly known yet. Only the tendency downward has shown itself.

Copper.—Again the market seems a little stronger. Some good sized orders have been placed, and generally there has been a good movement. The supply on hand is quite equal to the demand, however.

Pig Iron.—The supply of this metal is not so great that the handlers are free from worry. But they have enough on hand to meet the immediate demand. A large volume of business is being done. There does not seem any likelihood of this easing off either, so it is evident the handlers need all of this material which they have.

Old Material.—The same steady demand continues. There has been no change in prices. A good deal of shipping is taking place at present. Buyers wishing to get the lower rates secured by water transportation.

TORONTO.

Toronto, Oct. 27.—Trade in metals maintains a healthy tone, and, while devoid of any special features, this week's business has been very satisfactory.

Prices in general have been steadier than for some weeks past, but one change of importance being reported this week. Stocks in most lines are in good condition, and metal jobbers are able to supply all orders with little difficulty.

Tin.—The situation is about the same as at our last report. Considerable interest is taken among local metal men in the new regulations adopted by the London Metal Exchange, with the object of putting an end to corners, or, at least, to make them more difficult of accomplishment. It is agreed that these regulations should have a steadying effect on the price of tin.

Antimony.—Reports from primary markets say that there is a large business doing, but local jobbers have not felt any special impulse, and the turnover here is only fair. The war in China will cut off the supply of Chinese antimony, and thus tend to reduce the quantity available for consumption. It would not be surprising, therefore, should antimony advance in price, unless the present fairly active buying movement subsides.

Lead.—There is a very large demand for lead, and stocks held locally are very light. In fact, one large metal merchant said that, although he had not been compelled to turn down any orders during the week, his stock was now almost bare. There is evidently a great shortage of lead throughout the country. Local prices have advanced to 4½ cents.

Plates and Sheets.—A very satisfactory volume of business is being done, at steady prices.

Copper.—American producers claim to have seen the end of low prices, and expect a steadily advancing market from now on. Whether or not this expectation will be realized, is a problem, but, at the present time, the recent advance in prices is being maintained, and the demand is good.

Spelter.—There has been a slight reaction in European spelter, and higher prices are not expected at the moment. No reduction has been made, however.

Pig Iron.—This is another metal in which the condition remains unchanged. Orders are coming to hand in good volume. Prices are still quoted locally as follows: Canadian Foundry No. 1, \$19 and No. 2, 50 cents a ton less. Old Country iron is quoted at \$19.50 for Middlesboro No. 3, and \$20.25 for Clarence No. 3; Summerlee No. 2 is \$22, and Cleveland No. 1, \$20.50. Jarrow and Glengarnock irons are at \$20 and \$22 respectively.

HARDWARE MARKETS

MONTREAL.

Montreal, Oct. 26.—A glance at the floors in the various jobbing houses gives a fine idea of the condition of trade. The warehouse floor is indeed the hardware thermometer, which registers heat and cold in business. If the floor is clear, it may be taken for granted that little is moving, but if boxes are everywhere; if men are busy checking over orders; if there is a rush without confusion; then it may be stated that orders are coming in fast and that trade is good. Such is the condition to-day. The shipping departments of all the wholesale houses are working steadily—they must to keep up with the orders which are coming in by every mail.

Business at present is principally with the country dealer. The warm weather has lessened the demand in the city. Montreal hardwaremen will not order snow shovels and winter lines until they begin to feel the cold and see the probability of an immediate snowfall.

Like the manufacturers, the wholesalers are having some trouble securing the cartage necessary to bring quick delivery of their goods. Also there is some trouble getting supplies from the manufacturers promptly. "We had some goods shipped from Bowmanville last Thursday," said the manager of one wholesale house, "and they only arrived to-day. They have been a week on the way and we might not have them yet if we had not stirred up the railway company. That is not prompt enough delivery."

Household Goods.—The demand for this line is reported fair. Those articles which can be boomed at Christmas time are being ordered in good numbers. Also there is a strong call for meat choppers. This is the season of the year for the good old-fashioned hash, and dealers are finding it necessary to lay in a good supply of the choppers.

Building paper is going better than ever. From Western Ontario comes a big demand. Also many orders are being received from the eastern townships, while much paper is being bought by city contractors, who still have not finished their buildings. Owing to United States competition, the prices still remain low.

Lumbering Supplies.—Still the demand is steady, though it is expected the call for axes, logging chains, and the other accessories will be heavier within a few weeks. The camps are not all started yet, and not until they get well under way will the heavy demand for this line of goods cease.

Heavy Hardware.—Still the activity is entirely satisfactory. The prices for iron pipe, which dropped a fortnight

ago, but which were then only stated tentatively, have now been definitely fixed as follows: Black, 1/4 and 3/8-inch, \$2.03 per 100 feet; 1/2-inch, \$2.63; 3/4-inch, \$3.04; 1-inch \$4.37; 1 1/4-inch \$5.96; 1 1/2-inch \$7.15; 2-inch \$9.18; 2 1/2-inch \$14.66; 3-inch \$19.25; 3 1/2-inch \$26.12; 4-inch \$29.70.

Galvanized, 1/4 and 3/8-inch \$2.86 per hundred feet; 1/2-inch \$3.48; 3/4-inch \$4.19; 1-inch \$6.02; 1 1/4-inch \$8.21; 1 1/2-inch \$9.85; 2-inch \$12.78; 2 1/2-inch \$20.41; 3-inch \$26.80; 3 1/2-inch \$35.62; 4-inch \$40.50.

Builders' Hardware.—Though much of the building started in the spring is now completed there are a number of contractors who have still to finish the work they have undertaken. They are ordering supplies which they need for interiors, and are asking prompt deliveries. The wholesalers are usually able to meet the contractors' needs, so the business is going along smoothly.

Sporting Goods.—Here there is a greater activity than for some time past. Sorting orders for fall goods are still being received. Indeed the call for rifles, ammunition, shotguns and decoys is as brisk now as it has been all season. The call for skates, hockey sticks, and pucks, too, has been heavy this last week.

Dealers who booked their orders some time ago are now writing the jobbers asking for prompt delivery. The demand for skates and the other winter supplies is not heavy yet, of course, but the retailers want to have the supply ready so that they can take advantage of the ice and snow when it comes. It is the man who arranges a display of sleds, toboggans, skates, etc., the first day there is a good snowfall who gets the opening winter trade. And it is the man who secures the first trade who has a fine chance to get the major portion of the subsequent business.

Cement.—There has been an easing off in the demand. This is natural. Of late a great deal of cement has been sold to the farmer, but it is now past the season when he will buy. For one thing he is so busy attending to his stock now that he has not a great deal of time for building operations. Also the farmer does not know how to use cement in winter so that the cold will not hurt it. The business which is being done now—and it is of good volume—is with the contractors. Cold has ceased to have much terror for them. They have the contrivances which offset its effects.

TORONTO.

Toronto, Oct. 26.—A splendid volume of business is being transacted at the present time. This is always, of course,

a busy time of the year but local jobbers state that trade has been better than usual at this stage. Retail hardwaremen have been stocking up with no lack of confidence, seemingly, in the surety of a brisk winter's trade.

During the past two weeks it has been rather difficult to get prompt supplies in certain lines. Canadian manufacturers have been striving to make large shipments to the North-West before the close of navigation and this has had some effect on shipments in the East. In no case has the delay from this cause been at all serious, however.

Seasonable Goods.—The demand for all lines of winter goods has now reached a brisk stage. There is a steady call for weather strip, sleigh bells, sleigh heaters, snowshovels, horse blankets, sidewalk scrapers, etc. From some sections, the orders are for immediate shipment as cold weather has set in and the jobbers are making every effort to meet this demand. Requests for shipment are now being received on orders placed some weeks ago.

Christmas Goods.—Business is better sustained than usual at this early period. "Hardwaremen are showing more interest in securing supplies for the holiday trade than I have ever known at this stage," said one jobber. The output of cutlery is already very large and there is a rapidly increasing demand for brass goods. One house reports that the amount of brass goods ordered to date is as large as had been ordered up to the end of November last year.

Household Goods.—There is a first-class seasonable demand. All varieties of tinware and enamelware are selling briskly.

Lumbering Supplies.—A brisk business is being done. The lumbering season has now opened and a good demand is felt from northern and eastern Ontario points for supplies.

Sporting Goods.—A good many orders are still being placed for rifles, ammunition and field sport supplies, but the bulk of the trade in sporting goods is centred in skates, hockey sticks, toboggans, snowshoes and all the other "implements" of winter sports. Every mail brings in a goodly batch of orders for skates and hockey supplies. Jobbers report that supplies of skates and sticks from Europe have not yet arrived and it has not been possible, therefore, for shipments to be made. It is expected that the imported goods will arrive in a week's time.

Grindstones.—The only price change of the week in hardware is in grindstones. The rate has been evened up. For 40 to 200 lbs., the price now asked is \$1.25 and other sizes \$1.50.

The Western Hardware Market Situation

**Dry Weather at Last Permits Threshers to Resume Work—
Grade and Yield Seriously Affected, But Price Will be High—
Trade in Hardware Lines is Brightening — Advance in Glass
Prices.**

Winnipeg, Oct. 23.—At last the continuous wet weather which has been prevailing for so long over the entire West, appears to be broken, and farmers have greatly appreciated the last few days of dry weather. Threshing has immediately resumed, and once more the hum of the outfits are heard over the West. In former years, threshing operations have been almost completed at this date, but reliable estimates place Manitoba at the present time at having threshed 50 per cent. of her crop, Saskatchewan 10 per cent., and Alberta 15 per cent. The grade has been seriously affected as well as the yield on account of this delay, but the price prevailing this year is high enough to offer very remunerative returns to the man who has any wheat whatever for sale.

As a result of these conditions, trade has been brightening, and an increased volume of trade continues to be carried on. All lines are moving freely and all show an increase over last year.

Seasonable Goods.—Orders in this line were especially good last week. Weather strips are being employed at the present time, and the movement of horse blankets is still very active. Building paper is being shipped in large quantities into the new districts, as the arrival of cold weather has warned many that it is time to repair their barns.

Stoves.—Stoves of all descriptions, more especially for wood, are moving freely, and an exceptionally large increase is expected in this line this year. Many late orders have been received with instructions to rush forward as quickly as possible.

Winter Goods.—Demand for winter goods is now beginning to be noticed, and sleighs, bells, rugs, sleigh warmers, and hand sleighs, are being asked for. Snow shovels and scrapers have not started to move yet, but it is expected that they will in short while.

Sporting Goods.—The rush for winter sporting goods is just starting. The demand for rifles and ball cartridges is now the predominant feature in these lines, although shot cartridges are still moving freely.

In all lines stocks maintained are of fair size, and there is little danger of a shortage occurring at the present time. Quotations remain unchanged.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—\$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Clevises—7½c. per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24, \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe.—¾ in., \$3.25; ½ in., \$4.05; ¾ in., \$5.00; 1 in., \$7.20; 1¼ in., \$9.80; 1½ in., \$11.80; 2 in., \$15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—½ in., \$3.15; ¾ in., \$2.30; 1 in., \$2.35; 1½ in., \$3.15; 2 in., \$3.80; 1 in., \$5.45; 1¼ in., \$7.45; 1½ in.,

\$8.95; 2 in., \$11.55; 2½ in., \$18.40; 3 in., \$24.15; 3½ in., \$32.25; 4 in., \$36.75; 4½ in., \$42.50; 5 in., \$47.50; 6 in., \$61.50; 7 in., \$95.50; 8 in., \$118.

Logging Chain—¾ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Pig Lead—\$4.75. Lead Pipe—\$5.75.

Lead Waste—\$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10½c; British manila, 8½c; lath yarn, 3c.

Sheet Zinc—Casks, \$8.75; broken lots, \$9.25.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I.C., \$9.75; I.X., \$11.75

Tin Plate—I. C., charcoal, 20 x 28, full box, \$10.25; ½ box, \$5.50; I.X., full box, \$14.25; ½ box, \$7.50; 20 x 39, I.C., full box, \$13.50; ½ box, \$8; I.X., full box, \$15.50; ½ box, \$9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Paint and Oils.

Paints and Oils.—Turpentine and linseed oil remain unchanged from last week, the former at 85 cents per gallon in barrels, and 95 cents in small lots, and the latter \$1.15 per gallon raw and \$1.18 per gallon boiled. The demand in these lines remains steady, and wholesalers state that they expect it to remain so for the present.

Putty and Glass.—The demand for glass continues exceptionally strong, and the increasing of the duty has resulted in prices on the local market advancing 25 cents per 100 square feet. Putty on the other hand, holds steady, prices in this line being \$3.15 per 100-lb. drums, and \$2.75 per 100 lbs. is cost of 900-lb. casks. Putty in barrels is quoted at \$3.15 per cwt., and \$3.40 in 100-lb. cases.

Glass quotations are:—First break, all under 25 united ins., \$3.75 per 100 sq. ft.

Lead.—Lead has taken a similar advance to glass and is now quoted at 25 cents per 100 lbs. higher than it was a few weeks ago, quotations ranging from \$6.25 to \$7.25.

Methods of Retailing Paints and Varnishes

Creating Paint Demand During the Winter

**Dealers Should Plan Early the Course They Intend to Pursue—
Directions in Which Sales Can be Made During the Cold
Weather—The Stock Must Not be Banished From Sight.**

The time is now close at hand when the hardwareman must decide what he is going to do with paints during the winter. It is not hard to learn what a great many men are going to do. They are going to take their stock and shove it into some dark corner at the back of the store, where it will be allowed to remain until spring.

"What's the use of trying to sell paint during winter time?" demands the dealer, who has not yet learned the folly of neglecting his stock. "It's out of season and you can't sell it."

Paint is never out of season. There are, of course, times of the year when it is in such demand that it practically sells itself and there are also periods when sales can be effected only by ingenuity. There is no time of the year, however, when the energetic dealer cannot create a certain amount of business.

Winter Methods.

If a dealer takes the trouble to sit down and figure it out, he will discover quite a number of directions in which the paint trade can be pushed during the winter months. For instance, buggies, wagons and farm implements need a coating of paint to preserve them and the only time to attend to this is during the season of the year when they are not in use; in other words, in the winter time. The farmer generally has a certain amount of time on his hands during the cold months and he is, therefore, in a position to do whatever painting is required. Bearing these two facts in mind, the dealer can sell quite a little paint to his farmer customers during the winter season.

Interior Work Done.

It is likewise true that, with the limitation of outdoor activities, people spend more time indoors and the wear and tear on furniture and woodwork is just that much greater than at any other season. It follows that there will be more demand for interior and furniture stains and polishes than at other seasons. This demand, however, is too often in what might be termed a passive state. People recognize the necessity

but they conclude to leave matters until the spring. They are aided and abetted in this attitude by the average dealer who does everything in his power to banish from their sight and minds all suggestion of paint. If, on visits to the hardware store, they regularly perceive an assortment of paints for interior uses, marked at attractive prices, it is almost a certainty that in time they will decide not to wait until spring before undertaking the brightening up process so badly needed in the home.

The First Steps.

There is no reason, then, for dealers to look ahead to five or six months of complete inactivity in the paint department. There is a field which can be worked with good success right from the end of fall until the spring rush begins.

The first step is to provide a permanent winter home for the stock fairly well to the front of the store. While it would hardly be advisable to keep the full stock in the front, a certain part of it should be kept in a prominent place and the rest should be stored where it will be perfectly safe. Too much care cannot be shown in selecting a place to store the stock, which will not be called for during the winter—outside paints, etc. The place should be clean, dry and warm. Otherwise when the spring arrives and the stock is again brought out, it will be found to have sadly depreciated in value. In many cases, it will be found practically unsalable.

A Good Method.

A certain assortment, however, should be kept well to the front of the store right through the winter. The problem of finding space is not as difficult as one would at first suppose. Paint can be neatly arranged in a very small space. The cans lend themselves readily to space economy. The writer visited a hardware store the other day which was quite a marvel of smallness. The proprietor had crammed a maximum of goods into a minimum of space and had, somehow or other, managed to do so without giving the store an unduly cramped or crowded appearance. He had

a peculiar genius seemingly for effective and economical arrangement of goods. One of his crowning feats was the placing of a highly effective display of paints in about three square feet of floor space. This had been done by erecting a tall pyramidal formation of paint cans on a small table situated directly in the centre of the store. The pyramid was flanked on each corner by smaller formations of varnish, shellac, etc. The arrangement caught the eye of every customer on entering and, despite the smallness of his premises, the proprietor did not find himself incommoded through having placed a paint display so near to the front.

Plan Well Ahead.

Of course, the fall trade will continue for considerable time yet. Every hardwareman should continue to drive a steady business in paints for some weeks to come, so that all this talk of the winter trade deals necessarily with the future. The progressive merchant, however, plans well ahead and it is not too early to begin to think out plans for the winter campaign, even if the time of execution is still some little time off.

FALL PAINTING IN SUMMER RESORTS.

Montreal, October 26.—A back to the city movement has been in evidence for a month or more now, and the number who are staying at Valois, Dorval, Pointe Claire, and the other resorts along the lake expansions of the St. Lawrence, has been greatly reduced. But things are not quiet in these popular summer places, for the painters are busy.

Practically all the houses are of frame and to keep them in the best possible condition it is necessary to paint them often. So the residents have taken advantage of the fine weather which has marked this fall, and have given contracts for beautifying their homes.

Some who have not great means have summer cottages in these places, and a number of these are doing their own painting. They go out in the early evening and work, then spend Saturday afternoon on the job. It is even rumored that some ply a good brush of a Sunday morning. But hush! hush!

These amateur painters all use prepar-

ed paints, as of course do some of the professionals. The demand which they have been making has already been felt by some of the wholesale houses.

Said one manager: "There is more fall painting going on in Montreal and throughout the neighboring country this

year than in any season I can remember. The dealers seem to have interested the public in paint."

It seems retailers in other sections might take a leaf out of the Montreal dealers' book. Summer resorts are located near many towns. But it is not

only in these places that paint can be sold. Every city and town has frame houses, or frame verandahs attached to brick houses; and if the dealers agitate for a beautifying of these, urging this fine fall as a suitable time for doing the work, they will get many sales.

Are Mixed Paint Prices to Soar Again?

Manufacturers Now Have to Pay More for Lead and for Zinc, Two of the Important Ingredients. If Cost of Linseed Oil Does Not Diminish, Therefore, An Advance on Finished Product Must be Made.

Since the rise in the price of linseed oil brought about a natural rise in the price of paint, consumers have been looking for a decline. It has been long in coming, and many hearts have become sick from the hope thus deferred. But it seems the dealers and consumers may have to face a still more depressing situation. The price of paint may rise.

As everyone knows, linseed oil is but one of several important paint ingredients. There is a possibility—though far from a certainty—that linseed oil will fall in price. But lead and zinc, two other component parts of mixed paint, have leaped in value. The manufacturers, therefore, have come face to face with this problem. Will there be a fall in linseed sufficient to offset the increase in the value of lead and zinc? Upon the answer to this depends the prices which will be fixed for paint to be sold next spring. And the answer will hardly be forthcoming for a few weeks, since not before then can it be known certainly what the flaxseed crop will be.

Blame a Syndicate.

A syndicate is blamed for forcing up the price of lead. It not only has a firm hold on the situation in the United States, upon which Canadian prices depend in a large degree, but it appears also to have secured the co-operation of the English and the continental producers. The disposition of Mexican pig lead seems to prove this.

Some time ago, United States handlers secured 30,000 tons of this Mexican pig, holding it in bond, as they could not use it in the States on ac-

count of the high duty. From time to time they would ship some of this to England, thus depressing the market. Now this practice has ceased, and the inference is, that either the supply of Mexican lead has become exhausted, or else the English and United States handlers have come to the conclusion that it is in the interests of both to prevent this exportation, which brings about such drops in prices. Indeed, there seems no doubt that the syndicate has planned to so control the output, that the price will be kept up to its present high level. It may indeed, go still higher. Many times the price has been greater than at present.

Two Ingredients Cost More.

What is the cause in the rise in zinc is more difficult to determine. It is hinted that a syndicate is at work here too. However that may be, it is certain that the price of zinc has increased considerably; that it is firm now, and that it is as likely to rise as to fall.

These two important ingredients of paint, therefore, are costing the manufacturers more to-day than they did a year ago. How about linseed oil then? Can a lowering of price be expected here, which will keep the average value of all the paint ingredients about what it was last year, and thus render a change in price unnecessary? It all it all depends upon the flax crop, and what that will be cannot be certainly known until it is threshed.

Early in the season, estimates placed the probable Canadian crop at 8,000,000 bushels, and the probable United States crop at 23,000,000 bushels. But as the season has advanced, it has been shown that these figures were large. Some say the Canadian crop will be 7,000,000. Others fear it will not exceed 4,000,000. In the United States,

the probable crop is now placed at something between eighteen and twenty million bushels.

Shortage of Flax Seed.

Supposing these figures to be approximately correct, it means a shortage in flax seed—or at least, it means that flax seed will have to be imported into the United States, since there some 25,000,000 bushels are needed annually.

Yet, it must be remembered, that the very scarcity of linseed oil has brought about a change, which in a measure may relieve the future situation. Owing to the scarcity of oil, and the high prices asked for it, some manufacturers have been substituting other oils. Now there is a strong probability that some will continue the use of these other materials, since they will be cheaper than linseed even if it takes a considerable drop. The demand for flax in the States, therefore, will be probably be less than it has been in the past rather than greater.

Manufacturers Stand Pat.

But this will hardly effect a big enough economy to make the supply equal to the demand. So the chance for a big drop in linseed is not very great, which of course means that there is a strong probability of a rise in paint prices to offset the higher figures which the manufacturers are already having to pay for lead and zinc.

For the time being, the manufacturers are standing pat, waiting to see what will happen to linseed. But they are chary about quoting prices for goods, which they are already selling for delivery next spring. The travelers for one firm have been instructed not to mention any figure at all, but to assure their customers that they will get the paint at the lowest possible price. The dealers are not being given to hope that there will be a reduction in paint prices in 1912.

Wise Dealers Handle the ML Line Because They are Honest Goods That Build Trade.

ML Paints—make good because they are made good—there's 19 years of practical experience mixed into them. ML Paints defy weather and last, and last, and last!

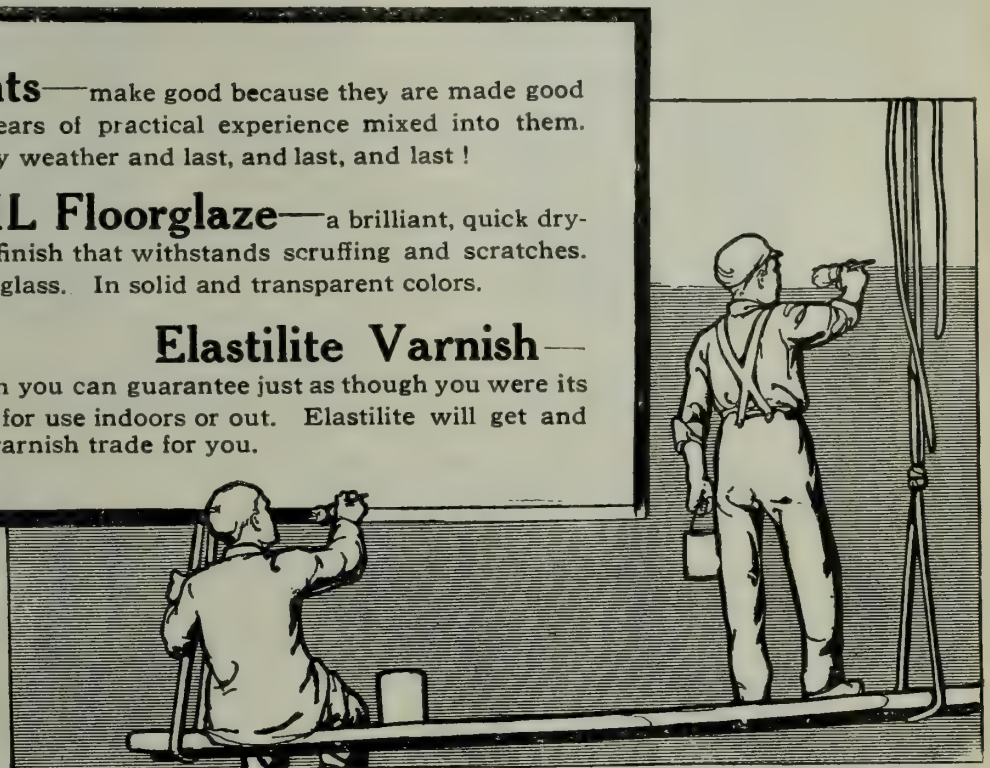
ML Floorglaze—a brilliant, quick drying, flint hard finish that withstands scruffing and scratches. Washable like glass. In solid and transparent colors.

Elastilite Varnish—the one varnish you can guarantee just as though you were its maker. Good for use indoors or out. Elastilite will get and hold the best varnish trade for you.

SAMPLES FROM

The Imperial Varnish & Color Co., Limited,

6-24 Morse St., Toronto
108 Princess St., Winnipeg
524 Beatty St., Vancouver



Bigger Business—Better Profit

are assured the Hardwareman who features

International Varnish Products

They are the perfect products of 40 years' experience in varnish making, and have no superiors the world over. Leading dealers everywhere have built up business with International Goods. Take



Floor Finish, for instance. Its peculiarly elastic properties, combined with its remarkable wearing qualities, have made it a prime favorite for interior work.

ELASTICA positively will not mark, scratch or turn white. It is unaffected by moisture, and dries dust free, in from four to six hours.

ELASTICA No. 2 is equally satisfactory for interior trim. May we have the chance to explain to you fully why you should recommend and sell International Varnish Products?

All International Products are sold in full Imperial Measure Cans.

MADE BY THE

INTERNATIONAL VARNISH CO.
LIMITED

TORONTO

CANADIAN FACTORY OF THE STANDARD VARNISH WORKS

WINNIPEG

P 87



PAINT AND OIL MARKETS

MONTREAL.

Montreal, Oct. 26. The advance which white lead took last week is still maintained. Nor is there any likelihood of a lower figure being struck. Quite the reverse is true. The supply on hand is small and the demand large, so that it appears another jump will be recorded in the course of a few days.

The linseed oil market has eased off a little, apparently as the result of the nearer approach of the flaxseed harvest. A drop in prices has not been recorded, nor is one expected until the news of the Plata crop is obtained, probably in the latter part of December.

Collections are said to be quite satisfactory. There is a certain amount of renewing, but this causes little worry where the manufacturer knows that the retailer is sure. "I have only lost one account in years," said the manager of one concern. "That was a man who failed last year. We had received thousands of dollars from him and thought he was absolutely secure. But he failed finally and we lost our account. We have not lost a single one this season."

White Lead.—On all hands it is predicted that the highest price for lead has not yet been reached. Domestic and pig lead have advanced once more, and it is expected the white lead will follow this lead. The scarcity of the English lead is the real cause of the upward tendency. Upon the English supply the Canadian prices are fixed. The quotations now generally made, but which are expected to be raised, are: One ton lots, \$6.35; five ton lots and upwards, \$6.20. For shipments of less than a ton, \$6.50.

Putty.—It is seldom that there is any great change in putty. Nor is there anything out of the way to report now. Orders are of good size, but the supply on hand is quite sufficient to enable all these being filled promptly. Quotations are: Bulk, barrels, \$2.20; bulk, cwt.s., \$2.45; bladder, barrels, \$2.70; bladder, cwt.s., \$2.80; 25's, loose, \$2.25; 5's, cased \$2.70; 12½'s, cased, \$2.90.

Linseed Oil.—The market is steady. Some of the paint houses have found it possible to buy oil in moderate sized lots, and are therefore more willing to sell though still they hesitate to part with anything like a large quantity. Some look for a lower price, but there are others who fear that this will not come. They even predict that when the flax seed crop is known a higher scale of prices will be fixed. At present the quotations are as last week: \$1 for raw and \$1.03 for boiled oil.

Glass.—Within the last few days the prospects here have brightened. Large

quantities have been coming in, and while it is not thought that all which has been ordered will arrive before the close of navigation, it is generally believed that the shortage will not be as great as was at first feared. In about a month the dealers will be in a position to say what the advance in glass will be. That some advance will have to be made is generally believed.

Prepared Paints.—The fall demand has been exceedingly gratifying, due, it is said, to the mild weather which has obtained in this district. There have been bad days—days which caused gloom to the anxious baseball fans—but for the most part the sun has shone and the air has been warm enough to make painting easy. Also there has been a good deal of shipment by water, the dealers in Quebec and the lower townships being anxious to get their next spring's supply that way. They save transportation costs, and are sure of having their supply on hand when they want it.

Petroleum.—The demand is even better than that of last week. Prices remain as follows: Sarnia prime white, 14c; American water white, family safety, 15c; Pratts' astral, 19c.

Turpentine.—Orders are satisfactory and the supply also all that could be desired. Prices are down somewhat. During past weeks 74 cents has been given as the price per gallon in barrel lots. There were then some firms selling for 71c, but only within the past few days has this price become general. Now one firm is quoting 70c and expresses willingness to drop even a little below that.

TORONTO.

Toronto, Oct. 27.—There has been a brisk and highly satisfactory tone to trade this week. Some local houses, in fact, report that business has reached almost a record breaking stage for this time of year. On Wednesday the Toronto manager of one paint manufacturing firm made the remark that the preceding day had been the heaviest he had experienced for three or four months. The demand, he declared, had been pretty well distributed but had been most markedly large in white lead.

Conditions on the whole are good. Difficulty in securing supplies is being felt in some lines but in no particular has the situation become really critical.

Linseed Oil.—The price of linseed oil remains firm at \$1.05 for raw and \$1.08 for boiled, despite the fact that a famine of sorts prevails. Local jobbers are finding it very difficult to get supplies of both raw and boiled oil. One house or-

dered a carload last week and has been receiving it in installment lots of ten and twenty barrels. The trouble seems to be that, while the crushers have bought plenty of seed, they have not yet been able to get deliveries. The demand on the jobbers has been heavy and they are, therefore, finding it quite a task to meet the active demand in view of the shortness of supplies.

Turpentine.—The price of "turps" dropped to 70 cents this week. The decrease came about as the result of the very regular downward tendency on the primary markets. It appears that the splendid weather prevailing in the south has brought along an unusual supply and the market has become overloaded. Locally, there is a brisk demand for turpentine.

White Lead.—Rumors of further increases in price are heard. Pig lead is advancing with such continuous strides that any contingency can almost be expected in white lead. Business was brisk this week, large orders being placed, possibly in anticipation of further advances.

Glass.—The shortage in glass continues to be felt. It is, in fact, worse than ever and, as the demand is now at its highest point, the possibilities are that the shortage will continue until the end of the season. The strange part of it is that the price of glass remains low. Jobbers say that present quotations are lower than they should be, in view of the import price and other expenses and the shortage now prevailing.

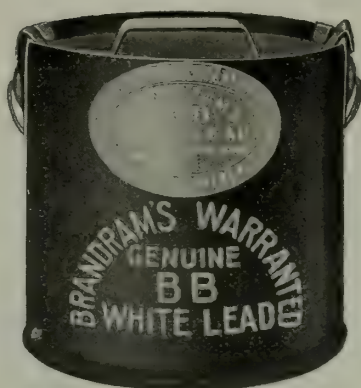
Putty.—There has been a heavy demand for putty. Prices have remained firm. Standard putty is quoted as follows: Bulk, in casks, \$2.20; in 100-lb. drums, \$2.25; in 25-lb. drums, \$2.65; bladder, in barrels, \$2.75. Pure putty prices remain the same: Bulk, in casks, \$2.50; in 100-lb. drums, \$2.80; in 25-lb. drums, \$2.90; bladder, in barrels, \$3.

Shellac.—There is a steady demand but the price remains low. The heavy production from India is accepted as the reason for the unusually low quotations which have prevailed for the past two years.

Prepared Paints.—Although the volume of business in prepared paints is not overly large just at present, some good sized orders are still being placed. The demand on the retail dealer has been heavy as a result of the proximity of the holiday, and sorting up orders have been received in large numbers, several being of surprising proportions for this time of year.

Varnishes and Japans.—There has been an even better call for varnishes and interior stains, as the holiday trade has been largely in these lines.

TWO WHITE LEADS



Brandram's B. B. Genuine White Lead

Made by the Brandram's process for practically two centuries.

It is the standard White Lead of the world.

By it others are judged. It combines all the good points of the Old Dutch process, with scientific improvements by which the body and color are perfected.



Anchor Decorators' Pure White Lead

The base of which is made by the old Dutch process. It is the best White Lead that can be produced by that method.

Next to the Brandram's process of corroding White Lead, there is none equal to the Old Dutch process

BEFORE PLACING YOUR ORDER FOR WHITE LEAD,
WRITE FOR PRICES AND FULL PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN CANADA

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 40c. Metallic, 35c.; Harris Heavy Pressure, 25c.; Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, $\frac{1}{2}$ to $\frac{3}{4}$ inch, per 100 lb.	2 20	2 30
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, $\frac{1}{2}$ inch	9 50	9 00
" " " " 3 " "	10 50	10 00
" " " " 2 " "	12 10	12 10
" " " " 1 " "	15 30	15 30
" " " " 1 " "	19 25	19 45

BRASS.

Springs sheets, up to 20 gauge	0 21
Rods, base $\frac{1}{2}$ to 1 inch, round	0 16
Tubing, seamless base, per lb.	0 21
Tubing, iron pipe size, 1 inch base	0 21
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 brass cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 55; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62 $\frac{1}{2}$ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62 $\frac{1}{2}$ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62 $\frac{1}{2}$ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	13 75
Cut lengths, round bars, to 2 in.	21 00
Plain sheets, 14 oz., 14x48", 14x60"	23 00
Copper sheet, tinned, 14x60, 14 oz.	24 00
Copper sheet, planished, 14x60, base	31 00
Braziers, in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62 $\frac{1}{2}$ p.c.

IRON AND STEEL

	Montreal	Toronto
Canadian foundry, No. 1	19 50	
" " No. 2	19 00	
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 3	20 00	22 50
Qaron, special	20 00	
Qaron, soft	19 75	
Olealand, No. 1	18 75	20 50
Cleveland, No. 3	18 00	20 50
Arrow	17 75	20 50
Glenbrook	22 50	
Radnor, charcoal iron	32 03	32 50
Ferro Nickel, No. 3	18 75	
Pyro Nickel pig iron (800)	25 00	
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh	27 50	
Angles	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron	2 15	2 30
Refined "	2 15	2 30
Homestead iron	2 15	2 30
Mild steel	1 95	2 15

Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 35
Reeled machinery steel	2 00	2 35
Tire steel	0 15	0 15
Sheet cast steel	0 15	0 15
Toe calk steel	0 25	0 30
Mining cast steel	0 07 $\frac{1}{2}$	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird	0 15	
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 08 $\frac{1}{2}$	
Silver tool steel	0 12 $\frac{1}{2}$	

9-16 to 11-16 inch	0 06
$\frac{1}{2}$ to 1-7-16 "	0 05 $\frac{1}{2}$
1-7-16 to 3 "	0 05
Montreal, 25 and 2. Toronto, 30.	

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
16 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	1 80

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00
Galvanized—Apollo D. Crown Ordinary		
18x24x52	4 45	4 45
60	4 70	4 70
20x28x80	8 90	8 70
940	9 40	9 20

22 gauge, per square	6 10
24 "	5 00
26 "	3 85
28 "	3 65
Less 10 p.c.	

B.W. GALVANIZED SHEETS		
Queen's Head	Gordon	Borla's
16-20	3 60	3 60
22-24	3 65	3 65
26	4 05	4 05
28	4 25	4 25
Colborne Crown—3.65, 3.70, 3.75, 4.00.		
Less than case lots 10 cents per hd. extra.		
"Comet" sheets—		
22	3 65	
24	3 70	
26	3 75	
28	4 00	

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 "	3 85	3 50
28 "	4 10	3 95
10 $\frac{1}{2}$ oz., equal to 28 English	4 35	4 25

	Size (per 100 ft.)	Black	Galvanized
1 inch	2 03	2 86	2 86
" "	2 03	2 86	2 86
" "	2 63	3 48	3 48
" "	3 04	4 19	4 19
1 " "	4 37	6 02	6 02
1 " "	5 98	8 21	8 21
1 " "	7 15	9 85	9 85
2 " "	9 18	12 78	12 78
2 " "	14 66	20 41	20 41
3 " "	19 25	26 89	26 89
3 " "	26 13	35 62	35 62
4 " "	29 70	40 50	40 50

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.	
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SOIL PIPE AND FITTINGS	
Medium and extra heavy pipe up to 6 inch, 7 and 10; 7 and 8 in. pipe, 50 p.c.	
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.	

RANGE BOILERS	
30-gallon, Standard, \$4.75; extra heavy, \$7.00.	

KITCHEN SINKS	
Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.	
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.	

HEATING APPARATUS.	
Gas ranges, 50 per cent	
Stoves and Ranges—45 to 55 per cent.	
Furnaces—45 per cent.	
Registers—70 to 75 per cent.	
Hot Water Boilers—50 and 10 per cent.	
Hot Water Radiators—50 and 10 per cent.	
Steam Radiators—50 10 and 2 $\frac{1}{2}$ per cent.	
Wall Radiators—50 and 10 p.c.	
Specials—25 p.c.	

OLD MATERIAL	
Dealers buying prices:	
Heavy copper and wire, lb.	0 11
Light copper bottoms	0 10
Heavy red brass	0 08
" yellow brass	0 06
Light brass	0 06
Tea lead	0 02
Heavy lead	0 02
Scrap zinc	0 03
No. 1 wrought iron	2 0

Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 09

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 35	4 15
Imported pig, per 100 lb.	4 60	4 50
Bar pig, per 100 lb.	4 35	4 25
Sheets, 2 $\frac{1}{2}$ lb. sq. ft., by roll.	4 75	5 00
Sheets, 3 to 6 lb. ft.	4 50	4 75
Cut sheets $\frac{1}{2}$ c. per lb. extra.		
Cut sheets to size, $\frac{1}{2}$ c. per lb. extra.		

LEAD PIPE

Lead Pipe and Waste, 25 p.c.	
Caulking lead, $\frac{1}{2}$ c. per pound.	
Traps and bends, $\frac{1}{2}$ c. per cent.	

SOLDER.

	Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26 $\frac{1}{2}$	
Wiping	0 23	0 24	

SHEET ZINC

5-owl. oaks	8 25	7 50
Part oaks	8 50	8 00

SPELTER.

Foreign, per 100 lb	7 25	6 75
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TIN AND TINPLATES

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	\$46 50 46 00

Redipped Charcoal Plates—Tinned	
M L S. Famous (equal Bradley)	Per box
I C, 14x20 base	\$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double.	
Coated, Tinned.	
I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

"Allaway's Best"—Standard Quality.	
I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes	
Bessemer Steel—	
I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.	
Dean or J. G. Grade—	
I C, 14x20, 112 sheets	7 50
I X, Terne Tin	9 00

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	
" 14x60, "	7 00
" 14x65, "	

Tinned Sheets.	
72x30 up to 24 gauge, case lots	7 75
" 26 "	7 85

WIRE

ANNEALED OUT HAY BAILING WIRE.	
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 $\frac{1}{2}$, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.	

CLOTHES LINE WIRE.	
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.60. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.80; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.	

COILED SPRING WIRE.	
High Carbon, No. 2, \$2.45 in cars f.o.b. Montreal.	

FINE STEEL WIRE.	
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8.90; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in $\frac{1}{2}$ -lb. hanks, 38c; in $\frac{1}{4}$ -lb. hanks, 50c; packed in cases or cases, 15c; bagging or papering, 10c.	

HAY WIRE IN COILS.	
\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.	

GALVANIZED WIRE	
From stock, f.o.b. Montreal—100 lbs.	
Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.30	
10, \$2.80; 11, \$2.85; 12, \$2.45; 13, \$2.55	
14, \$3.15. In car lots straight or mixed.	

POULTRY NETTING.	
3-in. mesh, 19 w. g., 80 and 2 $\frac{1}{2}$ p.c. off. Other sizes, 60 and 5 p.c. off.	
Poultry netting staples, 55 per cent.	

SMOOTH STEEL WIRE	
No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c. for coppering and \$2 for tinning.	

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. hanks 25c., in 1-lb. hanks, 50c., in $\frac{1}{2}$ -lb. hanks 75c., in $\frac{1}{4}$ -lb. hanks \$1.	
---	--

WIRE CLOTH	
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.	

WIRE FENCING	
Galvanized barb.	2 45
Galvanized, plain twist.	2 75

Car lots and less.	
Dominion special field fencing, 33 $\frac{1}{2}$ p.c. small lots; extra 5 p.c.	
F.O.B. Montreal.	

WIRE ROPE	
Galvanized, 1st grade, 6 strands, 24 wires, $\frac{1}{2}$, \$5; 1 inch, \$16.80.	
Black, 1st grade, 6 strands, 19 wires, $\frac{1}{2}$, \$5 inch, \$15.10. For 100 feet f.o.b. Toronto.	

WROUGHT STAPLES	
Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS	
------------------------	--

BARN PAINT	
In barrels, 1-gal. tins	0 80 0 85
In barrels, 5-gal. tins	0 80 0 85

PERCUTAN	
Per lb.	0 40

CHEMICALS	
In cases per lb	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05 $\frac{1}{2}$
Green copperas (green vitriol)	0 01
Sugar of Lead	0 09

flaked.....	0 05
Green copperas (green vitrol)....	0 01
Sugar of Lead	0 09
COLORS IN OIL	
Venetian red, 1-lb tins pure	0 09
Chrome ve low, pure.....	0 18

"BAKELITE"

WHAT IS IT?

A BRUSH CEMENT WHICH WHEN HARDENED ABSOLUTELY PREVENTS THE SHEDDING OF BRISTLES FROM A BRUSH.



The exclusive Canadian Right for this wonderful and important improvement in Brush Making has been secured by the manufacturers of the always reliable and up-to-date

BOECKH PAINTERS' BRUSHES

Ask our Salesmen to show you sample section of Brush which they are carrying, so you can see for yourself what a decided advantage it has over the old method of setting Brushes.

THE BOECKH BROS. COMPANY, LTD.

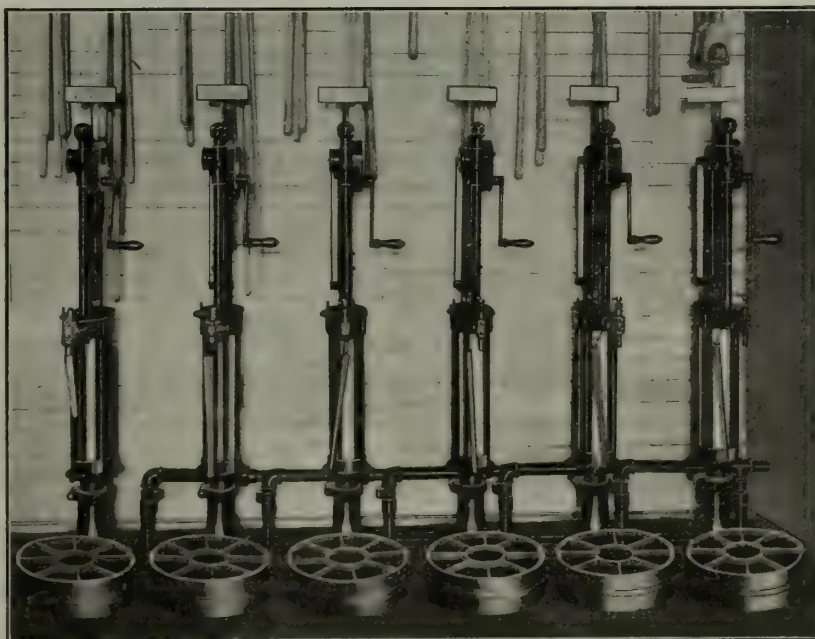
Head Office
80 York Street

TORONTO, CANADA

ESTABLISHED 1856

Factories
158 to 168 Adelaide Street West

This is a photograph of an installation made for J. H. Ashdown Hardware Co., Calgary. He will tell you it pays. That is why you should have one. Drop a card for free book No. 15



This system handles
Kerosene
Boiled Linseed
Raw Linseed
Turpentine
Machine No. 1
Machine No. 2
and it don't waste a drop. That's why it pays.

It's The Way You Handle Paint Oil That Makes Your Profit.

Your competitors are using Bowser Systems in their business. Can you afford to work with less economy than they? The Bowser System will place you on an equal footing. That is why success always follows their installation.

Let us send you our free book No. 15. Drop a card for it.

S. F. BOWSER & CO., Inc.,

66-68 Fraser Ave., TORONTO, ONTARIO

HARDWARE AND METAL

PLASTER OF PARIS	2 30
Per barrel	
PINE TAR	
Half-pint tins, per dozen	0 60

PUTTY.	Standard.
Bulk in casks	2 55
100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.	
Genuine, 560 lb. casks, per cwt	4 75
Genuine, 100 lb. kegs	5 25
No. 1, casks, per 100 lbs.	4 25
No. 1, kegs, per 100 lbs.	4 75

SHINGLE STAINS.	
In 5-gallon buckets	0 75

TURPENTINE AND OIL.	
Can. Prime white petroleum gal.	0 12
U.S. Water white	0 13
U.S. Pratt's astral	0 15
Oast oil, per lb., in bbls.	0 08
Motor Gasoline single bbl.	0 17
Benzine, per gal single bbl.	0 15
Pure Turpentine, single barrels	0 72
Wood Turpentine	0 70
Turpentine, second run	0 60
Linseed Oil, raw	1 00
" " boiled	1 03
Rosin, "G" grade, bbl. lots, 100 lbs.	3 25

VARNISHES.	Per gal. cans.
Carriage, No. 1	1 50
Paint durable body	1 50
" " hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" " No. 1	0 95
" " union	0 90
Light oil finish	1 35
Gold size Japan	3 00
Turps brown Japan	1 60
No. 1 brown Japan	1 10
Baking black Japan	1 35
No. 1 black Japan	0 95
Benzine black Japan	0 75
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 35
Elastic varnish	2 25
Granite floor finish	2 25
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
"Kyanite" interior finish	2 40
"Flint-Lac" coach	1 80
B.H. Co's "Gold Medal" in cases	2 50
Elastic floor finish	3 00
Flattens exterior finish	4 25
Stovepipe varnish, 1 pint, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " "	1 60
No. 1 orange " "	1 30

WINDOW GLASS	
Size United	Double
Inches.	Star
Under 26	\$4 35
26 to 40	4 85
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 35
81 to 90	7 00
91 to 95	17 50
96 to 100	20 50
Toronto, 30 p.c. to 30 and 5 p.c.	

WHITE LEAD GROUND IN OIL. Per 100 lb	
Munro's Select Flake White	6 90
Elephant Genuine	6 80
Moore's Pure White Lead	6 45
Lily Pure	6 30
3-ger Pure	6 30
Monarch (Windsor)	6 50
Essex Genuine (Windsor)	6 30
Brandram's B.B. Genuine	7 40
"Anchor" pure	6 30
Ramsey's Pure Lead	6 30
Ramsey's Exterior	5 80
C.P. Co's Decorators' Pure	6 30

Western Schedule.	
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.	

WHITE ZINC (DRY).	
Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.	
Pure, in 25-lb. iron	0 10
No. 1, " "	0 07
No. 2, " "	0 05

WHITING.	
Plain, in bbls	0 70
Gliders bolted in barrels	1 00

HARDWARE	
ADZES.	
Carpenters', per doz.	12 50 14 00
Plainship,	18 30 22 00

AXES AND HATCHETS	
Single bit, per doz.	6 00 9 00
Double bit " "	10 00 12 00
Bench Axes.	6 75 10 00
Broad Axes.	22 75 25 00
Hunters' Axes.	5 00 6 00
'Boys' Axes.	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle " "	1 45 6 75
Claw " "	1 70 6 00
Barrell " "	5 50 6 85

ANVILS.	
Taylor-Forbes, prospectors	0 05
Buckworth, per lb.	0 10

AMMUNITION	
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any loading point east of Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	
Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; No. 28 ball, \$1 20, per 100 lbs.; bags less than 25 lbs., 1c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.	

AUGERS AND BITS	
Ford's auger bits	30 and 10
Irwin's auger	47 1/2
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car.	47 1/2
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.	
Stearns wood track doz. pairs	4 50 6 00
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 00
Double strap hangers, doz sets	6 50
Standard jointed hangers, " "	6 45
Steel King hangers	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crecent	6 50
Sovereign	7 25

BARN DOOR LATCHES	
Challenge, dozen	2 35
Defiance, dozen	2 75
Gem dozen	7 50
BELLS	
Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	

BELTING.	
Extra, 60, 10 and 10 per cent.	
Standard, 60, 10, 10 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10, 10 and 10	
Agricultural, not wider than 4 in., 75 per cent	
Lace leather, per side, 80c.; cut laces, 85c.	

BIRD CAGES.	
Brass and Japanned, 40 p.c.	

BOLTS AND NUTS	
Carriage Bolts, common new \$1 list	Per cent
" " " and smaller	70
" " 7-16 and up	
" " Norway Iron (\$3 list)	60
Machine Bolts, 1/2 and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
PloUGH Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, 1/2 and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 95
Coach Screws, new list	7
Nuts, square, all sizes, 4c per lb. off.	
Nuts, hexagon, all sizes, 4c per lb. off.	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts 80	

BUILDING PAPER, ETC.	
Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 30
Fitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, bris., per gal	0 15
Crude Coal Tar, per barrel	6 30
Refined Coal Tar, tins, per doz.	3 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cape, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

BUTTS.	
Plated, bower barff & nickel, No. 241, 45 p.	
Wrought brass, 45 p.c. off revised list	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint an loose pin, 70 p.c.	
Crecent brands, 70 per cent	

CEMENT AND FIREBRICK	
Canadian Portland, bags per bbl	1 55 1 70
White Bros. English	2 00 2 05
" Lafarge " cement in wood	3 40
Fire brick, Scotch, per 1,000	25 00 28 00
" " English	17 00 21 00
" " American, low	25 00 35 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	5 50

CHALK AND PENCILS	
arpenters Colored, per gross	0 65 0 80
lead pencils, per grs	2 40 6 75

CHISELS	
Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN	
Proof coil, per 100 lb., 1 in., \$6.00; 5-16 in., \$4.85; 1 in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1 in., \$3.65; 1 in., \$3.60; 1 in., \$3.45; 1 in., \$3.40.	
Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie out, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
CHURNS.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	

CLAMPS	
Malleable swivel head, 4 in.	2 50
adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUOTOR PIPE.	
2 inch, in 10 foot lengths	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS	
Cotter pins, 90 p.c. Montreal	
COPPER AND NICKEL WARE.	
Copper boilers, kettles, 50 p.c.	
Copper tea and coffee pots, 45 p.c.	
Copper pitta, 30 per cent.	
Foundry goods, hollow ware, 45 p.c.	

DOOR KNOBS	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	

DOOR SETS.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	

DOOR HANGERS (PABLO)	
Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	

DRAW KNIVES.	
Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

DRILL	
Bit stock drills, 1-3 1/2 in., doz.	
ESCUTCHEON PINS	
Steel, discount 60 per cent	
Brass, 55 per cent.	

HAVETROUGHS.	
8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25
Add extra 10c. per 100 ft. O.G. Round Bead Trough.	

FACTORY MILK CANS.	
Milk cans and pails, 40 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railroad and cream cans and taps, 45 p.c.	
Creamery trimmings, 75 and 12 1/2 p.c.	

FAUCETS.	
Common, cork-lined, 35 per cent.	
FARRIER KNIVES	
Buckworth, 50 p.c.	

FILES AND RASPS.	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	80 and 10
Delta Files	60
Nicholson	62 1/2
Jowett's (English list)	27 1/2

FORGES	
Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE	
Dufferin pattern pails, 50 per cent	
Flaring pattern, 50 per cent	
Galvanized washtubs, 45 per cent	
GRINDSTONES	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	

HAMMERS.	
Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" " hickory handle, 1 lb., doz.	8 35
" " straight claw, 1 lb., doz.	7 00
Farmers hammers, 10 oz., doz.	5 60
Tinners setting, 1 lb., doz.	4 50
Machinists, 1 lb. doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.	
50 and 5 per cent.	
Sidewalk and stable scrapers, net, \$2.25.	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

HALTERS	
Jute Rope, 1/2 inch...per gross	9 00
" " " "	10 00
" " " "	12 00
Leather, 1-inch...per doz.	4 00
Leather, 1 1/2 " "	5 20
Web " " "	3 40

HINGES	
Blind, discount 50 per cent.	
Heavy T and strap, 4 in 100 lb. net.	7 35
" " 5-in. " "	7 00
" " 6-in. " "	6 75
" " 8-in. " "	6 50
" " 10-in. and larger	6 35
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 00
over 12 in. " "	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge flaps, 65 p.c.	

HINGES (SPRING)	
Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$9.50; No. 50, \$17.58; No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron, 90c. \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface floor (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

HOOKS	
Wrought iron hooks and staples—	
1/2 x 5...per gross	3 25
5-16 x 5... " "	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 and 20 p.c.	
Crecent hat and coat wire, 60 per cent.	
Stove pipe eyes, kitchen and square hooks	
60 p.c.	

HORSE NAILS.	
M.R.M. cold forged process, list 3rd January, 1910, \$2.80 per box base No. 9 and larger. Caspewell brand, quotations on application.	

HUSHHOODS.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes 0-4, \$6.25; toe weight steel shoes, all sizes No. 1 to 4, \$6.75. F.O.B. Montreal.

Amatite ROOFING

MINERAL SURFACED NEEDS NO PAINTING

EVERYTHING about Amatite appeals to the man with common sense. He can see its superiority at once—the real mineral surface *which never needs painting*; the two layers of Pitch which is the greatest waterproofing material known; the two layers of heavy Tarred Felt—all these contribute to the popularity of Amatite.

We can make Amatite better and cheaper than anyone else on account of our greater facilities, and consequently we sell it at a surprisingly low figure.

Simply the fact that it needs no painting is enough to make a man sit up and take notice especially the man who has spent time and money in painting and repainting smooth surfaced roofings. **EVERY DEALER SHOULD PUSH IT.**

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

Works, DON SPEEDWAY

TORONTO

HEINISCH

The above name on TAILOR SHEARS, TINNERS SNIPS, SHEARS OR SCISSORS is your absolute guarantee of the very highest quality obtainable. We have 85 years' experience behind us, and the care taken in the selection of raw materials, together with correct tempering of the blades, have made HEINISCH GOODS the standard for the world. You will gain prestige with every pair of HEINISCH SHEARS you sell.

R. Heinisch's Sons Co.

SOLD BY ALL JOBBERS

Newark, N.J., U.S.A.



HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Claws, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mining knives per doz. 0 50 0 90
Potato mashers, wire, per doz. 0 60 0 70
" wood " 0 50 0 30
Vegetable slicers, per doz. 2 25
Universal meat chopper, No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 5 and 5 p.c.
Star A1 chopper 5 to 32 1 35 4 10
" 100 to 103 1 35 3 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS.

3 to 6 feet, 12c. per foot; 7 to 1 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanese ware, 45 per cent.
No. 3 or 4 Plain Cold Blast. 6 70
Lift Tubular and Hinge Plain, " 6 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN ROSE.

Competition grade lawn hose, 70 and 5.

LAWN MOWERS.

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., \$5.10; 9-in. wheel, 3 knives, 12 in., \$6.75; 9-in. wheel, 5 knives, 12 in., \$7.75; 10-in. wheel, 4 knives, 12 in., \$8.50; 10-in. wheel, 4 knives, 12 in., ball bearing, \$10.00; 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., \$5.10; do, 4 knives, \$6.25; 9-inch wheel, 3 knives, 12 in. sizes, \$6.75; do, 4 knives, \$7.25; 10-in. wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing do, \$10; do, 5 knives, \$10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot. 0 25
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 3, oak, per doz. 15 00

MATS.

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste, 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, \$6 dozen
Picks, 6 to 7 lb., 45 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 1½ cent per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¢ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz. 1 30 1 50
Folding ironing boards. 16 25 18 00

NAILS.

Wire
1—1½ inch. 3 35
12 inch. 3 00
1½—1½ inch. 2 75
2—2½ inch. 2 65
3—3½ inch. 2 45
3—4 inch. 2 40
4, 5, 5½, 6 inch (base) 2 35
Cut nails—Montreal, \$2.40; Toronto, \$2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers' per 100 lb. 4 50

OILERS.

Kepp's Tornado and McClary's Model galvanized oil can, with pump, 5 gal., per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 35 per cent

PLATED GOODS.

Hollowware, 40 per cent discount
Flatware, stables, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent.
"Singular" and "Alaska" Nevada silver flatware, 42 p.c.

PICNIC WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 25 per cent.
4, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitte, 35 p.c.

PLATES.

Wood bench, Canadian, 40, American, 35 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RASORS.

Boker's per doz. 7 50 11 00
" King Outter 15 00
Henckels' 7 50 30 00
Clausen automatic safety 27 00
Clausen perfect stropper 15 00
Gillette Safety, each. 3 75
Clausen Razors and Strops, 50 per cent
Ever Ready Safety. 9 00

ROPE AND TWINE.

Sisal rope 0 08
Pure Manila rope 0 10
"British" Manila 0 08
Cotton, 3-16 inch and larger 0 24
Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½
Jute, ½ and upwards, 3c.; under ½, 9½c.
Lath yarn, single 0 08
Lath yarn, double 0 14
Sisal bed cord, 48 feet, per dozen 6 85
Sisal bed cord, 6 feet, per dozen 0 80
Sisal bed cord, 72 feet, per dozen 0 95
Cotton clothes line, 27½ off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine 0 30
" 4-ply twine 0 45
Mattress twine, per lb. 0 35
Staging " 0 35

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 15½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; 1-lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.
Boxwood, No. 68, 2 foot, doz. 1 15
vory, No. 1283, 2 foot, each. 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished. per set 0 80
" No. 50, nickel-plated. 0 85
" handles, japanned, per gross 4 30
Common, plain. 4 25
" plated 5 50
Asbestos, per set. 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent
SASH WEIGHTS.
Sectional, 1 lb. each, per 100 lbs. 2 25
Sectional, ½ lb. each, per 100 lbs. 2 40
Solid, 3 to 30 lbs. 1 55

SASH CORD.

No. 2, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Diaton's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80
Common doors or 3 panel, grained only, 4-in. style. 8 10
Beaver window screens, 14x18, open 28½ inches. 1 80
Perfection window screens, 14x15, open 22½ inches. 1 80
Model window screens, 14x22, open 35½ inches. 2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelle, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCOTCH SNATHS.

Canadian, 40 per cent.

SCREWS.

Wood F.H., bright and steel. 85 and 10
" R.H., bright. 80 and 10
" F.H., brass 75 and 10
" R.H., brass 70 and 10
" F.H., bronze. 70 and 10
" R.H., bronze. 65 and 10
Drive screws 85 and 10

Set, case hardened. 60
Square cap. 50 and 05
Hexagon cap. 45
Bench, wood, per doz. \$5 00
" iron, per doz. 4 25

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 35 per cent.

SCREW DRIVERS.

Sargent's, per dozen. 0 65 1 00
North Bros., No. 30, per dozen 16 80

SCISSORS AND SHEARS.

Clausen, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS.

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring, Empire hockey sticks, \$3.00, \$3.50.
Miomac and Rex sticks, \$4.00, \$6.00
Pucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. \$2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50
Bureka tinned steel, hooks " 8 00

STAPLES.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 6 75
Blind, per lb. 6 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS.

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 62
7 inch. 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6-inch, common. per doz. 1 22
7-inch. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock. 18 75

STONES—OIL AND SOTTHE.

Washita. per lb. 0 25 0 37
Hindostan " 0 06 0 10
" slip " 0 18 0 20
" Axe " 0 10
" " 0 10
Deer Creek " 0 10
Deerlock " 0 25
" Axe " 0 15
Lily white " 0 42
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe. per gross 3 50 5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 30; brush, blued and tinned, bulk, 70 and 10; Swedes, grip, blued, tinned and japanned, 32½; zinc tacks, 35; leather carpet tacks, 35; copr *acks, 45; copper nails, 50;

strunk nails, black, 66 and 10; trunk nails, tin ned and blued, 65 and 10; clout nails, blued and tinned, 66 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 37½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 80
Lufkins, line, No. 404, 66 ft., each 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallico, No. 1821. 1 95
" Steel, No. 1840, 50 feet 4 30

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Onida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE) Doz

Out O' Sight Mouse Traps. 60
" Rat Traps. 1 20
Easy Set Mouse. 0 45
" Rat Traps. 0 45
Blizzard Mouse Traps. 0 45
" Rat Traps. 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 80
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers. 0 80

VISES.

Per pound. 0 12 0 12½
Hinged pipe vise, 25 lbs. 3 55
Saw vise. 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario. 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Downwell. 52 50
New Century, Style A. 101 25
Ideal Power. 180 00
Daisy. 73 25
Stephenson. 74 00
Furitan Motor. 165 00
Connor, improved. 52 50
Ottawa. 55 00
Connor Ball Bearing. 112 50
Connor Gearless Motor Washer. 180 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 46 75
Bicycle, 11 inch. 60 50
Trojan, 12 inch. 100 00
Challenge, 3 year, 11 inch. 53 25
Ottawa, 3 year, 11 inch. 58 25
Favorite, 5 year, 11 inch. 61 75
20 per cent.

WHEELBARROWS.

Navy, steel wheel, dozen. 21 20
Garden, steel wheel, dozen. 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 22 in. 0 70
" " 34 in. 1 00
" " 36 in. 1 25
" " neckyokes, 36 in. 0 95
" " doubletrees, 40 in. 0 95
" " lumbermen, 44 in. 1 15

WOOD HANDLER.

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 40 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES.

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS.

Canadian, 50 per cent.

WINDOW GLASS



MANY dealers do not recognize what good profits are made from the sale of Window Glass.

Just now Window Glass can be bought low, and the prices for retail being well established, the profits are high.

We have a splendid retail list showing the prices for retailing glass that will be a help to all dealers.

Stocks are coming forward very slowly, and orders should not be delayed for

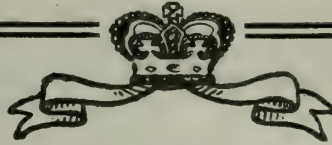
Star Glass Diamond Glass
Double Glass
26-oz. and 32-oz. Glass
Enamelled Glass Colored Glass

We advise all dealers to look over their stocks. Now is the time to sort up when prices are low and you are sure of having your assortment complete. The demand is very heavy, and it will be a case of first come first served for the best assortment very soon.

We are Ready to Quote or to Ship

A. RAMSAY & SON CO.
MONTREAL
Established 1842

Trade Mark



Reg'd 1877

"DOMINION"

"THE CROWN OF QUALITY"

Galvanized Canada Plates

Thoroughly galvanized

Will stand the longest service

A. C. LESLIE & CO., LIMITED
MONTREAL

What Every Woman Wants

A house that can be washed out—A house with walls that are beautiful and stay beautiful after soap and water has been used on them.

"SILKSTONE" Flat Wall Colors

resist the action of the lime in the walls—Can be washed, are sanitary, lend themselves to the work of the decorator to advantage and are more economical than any other finish.

"SMOOTH AS SILK—HARD AS STONE"

A Postcard brings further information

G. F. STEPHENS & CO., Limited
Paint and Varnish Makers
WINNIPEG **CANADA**
BRANCH AT CALGARY

HARDWARE AND METAL

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Griswold Mfg. Co., Erie Pa	Star Expansion Bolt Co., New York	Buffalo Mfg. Co., Buffalo	McGlashan, Clarke Co., Ltd., Niagara Falls
Northern Aluminum Co., Toronto	Brushes	Chaplets	Door Checks
Auger Bits	Boeckh Bros. Co., Ltd., Toronto	S. Cheney & Son, Manlius, N.Y.	Wm. Keating, Toronto
Ford Auger Bit Co., Holyoke, Mass.	Stevens-Hepner Co., Port Elgin	Churns	Door Hangers
Ammunition	Burners	Connor, J. H., & Sons, Ottawa, Ont.	F. E. Myers & Bro., Ashland, Ohio
Dominion Cartridge Co., Montreal	Ontario Lantern and Lamp Co., Hamilton, Ont.	Cummer-Dowdell Ltd., Hamilton, Ont.	Richards Wilcox Mfg. Co., Aurora Ill
Remington Arms Union Metallic Cartridge Co., New York	Builders' Tools and Supplies	Maxwell, David, & Sons, St. Mary's, Ont.	Drills, Brick and Stone
Anchors, Star Screw	Canada Wire Goods Mfg. Co., Hamilton	Clippers—All Kinds	Star Expansion Bolt Co., New York
Star Expansion Bolt Co., New York	Caverhill, Learmont & Co., Montreal	American Shearer Mfg. Co., Nashua, N.H.	Drills—High Speed
Babbitt Metal	Frothingham & Workman, Ltd., Montreal	Chicago Flexible Shaft Co., Chicago	Alexander Gibb, Montreal
Canada Metal Co., Toronto	Magnolia Metal Co., Montreal	Clocks	Dry Batteries
Frothingham & Workman, Ltd., Montreal	Tallman Brass & Metal Co., Hamilton	The Western Clock Mfg. Co., La Salle, Ill.	Canadian Carbon Co., Toronto
Bale-ties	Bar Iron	Clothes Line Reels	Canadian National Carbon Co., Toronto
Laidlaw Bale Tie Co., Hamilton, Ont.	Henry Rogers, Sons & Co., Montreal	Corbett Foundry & Machine Co., Owen Sound	Emery or Corundum Wheels
Bar Urns	Bar Urns	Clothes Reels and Lines	Canadian Hart Wheels Limited, Hamilton, Ont.
Buffalo Mfg. Co., Buffalo, N.Y.	Dominion Oil Cloth Co., Montreal	Cummer-Dowdell, Ltd., Hamilton	Electrical Supplies
Bath Room Fittings	Calipers	Hamilton Cotton Co., Hamilton	Canadian General Electric Co., Toronto
Buffalo Mfg. Co., Buffalo, N.Y.	J. T. Slocumb Co., Providence, R.I.	Clothes Wringers	Standard Paint Co., Montreal
Belting	Cans	Cummer-Dowdell Ltd., Hamilton, Ont.	Electric Fixtures
Dominion Belting Co., Ltd., Hamilton	Thos. Davidson Mfg. Co., Montreal	American Wringer Co., New York City	The Barton-Netting Co., Ltd., Windsor, Ont.
Sadler & Haworth, Montreal	McClary Mfg. Co., Toronto	Cold Rolled Strip Steel	Morrison James, Mfg. Co., Toronto
Belting, Hose, etc.	The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg	The Morris & Bailey Steel Co., Pittsburgh, Pa.	Enameled Ware
Gutta Percha and Rubber Mfg. Co., Toronto	Carriers, Cash and Parcel	Cordage	Davidson Thos. Mfg. Co., Montreal
Binder Twine	Hamilton Brass Mfg. Co., Hamilton	Hamilton Cotton Co., Hamilton	The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Consumers Cordage Co., Montreal	Carpet Sweepers	Plymouth Cordage Co., N. Plymouth, Mass.	McClary's, London, Ont.
Plymouth Cordage Co., N. Plymouth, Mass.	Bissell Carpet Sweeper Company, Grand Rapids, Mich.	Corrugated Iron	Ernest Stevens, Ltd., Cradley Heath, England
Bird Cages	Carriage Springs and Axles	The Galt Art Metal Co., Galt, Ont.	Eavetroughs
E. T. Wright & Co., Hamilton	Guelph Spring and Axle Co., Guelph.	Cow Ties	Thos. Davidson Mfg. Co., Montreal
Boilers and Radiators	Cartridges	Greening, B. Wire Co., Hamilton	McClary's, London, Ont.
Pease Foundry Co., Toronto	Dominion Cartridge Co., Montreal.	McKinnon Cash and Metal Co., St. Catharines	The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Taylor-Forbes Co., Guelph, Ont.	Cash Registers	Oneida Community, Ltd., Niagara Falls	Wheeler & Bain, Toronto
Bolts and Nuts	National Cash Register Co., Toronto	Cuspidors	E. T. Wright & Co., Hamilton
London Bolt and Hinge Works, London, Ontario	Castings	Buffalo Mfg. Co., Buffalo, N.Y.	Escutcheon Pins
The Steel Co. of Canada, Ltd., Hamilton	Corbett Foundry & Machine Co., Owen Sound	Thos. Davidson Mfg. Co., Montreal	The Parmenter & Bullock Co., Gananoque, Ont.
Bolts—Expansion	Cattle and Trace Chains	McClary's, London, Ont.	Fencing—Woven Wire
Star Expansion Bolt Co. New York	Greening, B. Wire Co., Hamilton	The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg	The Steel Co. of Canada, Ltd., Hamilton
Brass, Sheets, Tubes and Rods	McKinnon Chain Co., St. Catharines	E. T. Wright & Co., Hamilton	Files and Raps
Tallman Brass & Metal Co., Hamilton	Oneida Community Limited, Niagara Falls, Ont.	Cutlery—Razors, Scissors, etc.	Barnett Co., G. & H., Philadelphia, Pa.
Brass Goods	Cement	Caverhill, Learmont & Co., Montreal	Delta File Works, Philadelphia, Pa.
Jas. Cartland & Son, Ltd., Birmingham, Eng.	Canada Cement Co., Montreal, P.Q.	Dorken Bros. & Co., Montreal	Diaston, Henry, & Sons, Philadelphia, Pa.
Morrison, Jas., Brass Mfg. Co., Toronto	B. & S. H. Thompson & Co., Montreal	Frothingham & Workman, Ltd., Montreal	Nicholson File Co., Port Hope
Taylor-Forbes Co., Ltd., Guelph, Ont.		Heinisch, R. Sons Co., Newark, N.J.	Simonds Canada Saw Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton		Howland, H. S. Sons & Co., Toronto	Fire Extinguishers
			The Valor Co. Ltd., Birmingham, Eng.
			Fire Irons
			Charles Lindsay, Glasgow, Scotland

50 Years on the Canadian Market

That's the record of a white lead that thousands of dealers throughout the Dominion are selling with profit to themselves and satisfaction to their customers.

The name and reputation of

ELEPHANT GENUINE WHITE LEAD

is established on the sales of over half a century.

Year after year people have found that money spent for Elephant White Lead returns full value in splendid quality, fineness, covering capacity and durability.

It is a favorite with master painters because of its purity of color and also because its fine grinding causes it to absorb more linseed oil and so make more paint.

Every keg you sell of Elephant White Lead establishes your name that much more in the good will and confidence of your customers.



MONTREAL TORONTO WINNIPEG

300%

Increase in "61" Floor Varnish Sales. This is the result of Pratt & Lambert's three years' advertising, specializing on

"61" FLOOR VARNISH

This Fall they are advertising

VITRALITE

"THE LONG LIFE WHITE ENAMEL"

as well as "61" in most of the great leading magazines in Canada and U. S. "61" will be pushed as hard as before. Vitralite will be pushed as hard as "61" ever was. Buy on a rising market. NOW is the time.

Send for our Dealer's Vitralite and "61" Offer Now.



WINNIPEG

CALGARY

EDMONTON

Pure Gum Spirits of Turpentine

Second Run Turpentine

Japanese Raw or Boiled Oil

SOUTHERN STATES TURPENTINE CO.

Montreal Office and Warehouse—De L'Epee Ave. and C.P.R. Tracks.

Toronto Office—101 Victoria St. Warehouse—Brock Ave.

Main Office—Cleveland, Ohio

P.S.—Correspondence solicited. Prices, as well as samples, sent on approval. If it is Price, Quality and Service you look to when placing your orders, you should be looking to us to fill them.

Firearms and Ammunition

Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes

Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co., London

Fire Place Furnishings

The Barton-Netting Co., Ltd., Windsor, Ont.
Charles Lindsay, Glasgow, Scotland

Food Choppers

Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa.

Foot Warmers

Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Forgings

Steel Co. of Canada, Limited, Hamilton

Furnaces, see Stoves

Galvanizing

Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron

W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lyssaght, Ltd., Bristol, Newport and Montreal

Gas Fixtures

The Barton-Netting Co., Ltd., Windsor, Ont.

Glass

Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental

Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto

Winnipeg Paint & Glass Co., Winnipeg

Glass, Wired

Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds

Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue

The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appleby Bridge, Eng.

Go-Carts, Etc.

Gendron Mfg. Co., Ltd., Toronto

Grindstones

Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns

Harrington & Richardson Arms Co., Worcester, Mass.

Handles

Still, J. H. Mfg. Co., St. Thomas

Hardware Specialties

Taylor-Forbes Co., Ltd., Guelph, Ont.

Hay Unloading Tools

F. E. Myers & Bro., Ashland, Ohio

Hinges

Canada Steel Goods Co., Hamilton.
Cowen & Britton, Gananoque
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks

Still, J. H. Mfg. Co., St. Thomas.

Hooks

Steel Co. of Canada, Limited, Hamilton

Hoop Iron

Frithingham & Workman Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton

Hoops—Steel and Wire

Laidlaw Bale Tie Co., Hamilton, Ont.

Horseshoes and Nails

Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers

North Bros. Mfg. Co., Philadelphia
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic

Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron and Steel Bars

Steel Co. of Canada, Limited, Hamilton

Iron Pipe

Canadian Tube & Iron Co., Montreal
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps

Aylmer Pump & Scale Co., Aylmer
McDonnell, E., Co., Galt, Ont.

Ladders

Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf

Hamilton Brass Mfg. Co., Hamilton

Lampblack

The L. Martin Co., New York
Wilkes Martin Wilkes Co., New York

Lanterns

Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

E. T. Wright & Co., Hamilton

Lawn Mowers

D. Maxwell & Sons, St. Mary's, Ont.
Jas. Smart Mfg. Co., Brockville, Ont.

Taylor, Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Swings

F. E. Myers & Bro., Ashland, Ohio
Stratford Mfg. Co., Stratford, Ont.

Lighting Fixtures

Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc.

Belleville Hdw. and Lock Mfg. Company
Belleville.

National Hardware Co., Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools

Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents

Henderson & Richardson, Montreal.
McIntosh, H. F., & Co., Toronto.

Gibb, Alexander, Montreal.
Western Distributors Ltd., Saskatoon

Whitlock & Marlatt, Moose Jaw

Mantels and Grates

The Barton-Netting Co., Ltd., Windsor, Ont.

Metals

Canada Metal Co., Toronto.
Caverhill, Learmonth & Co., Montreal

Frithingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.

Leslie, A. O., & Co., Montreal.
Lyssaght, John, Bristol, Eng.

Magnolia Metal Co., Montreal
Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto

Metal Shingle and Siding Co., Preston
Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Metal Store Fronts

Canada Foundry Co., Ltd., Toronto
Corbett Foundry & Machine Co., Owen Sound

Mop Sticks

Tarbox Bros., Toronto

Mop Wringers

White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers

The Bridgeport Hdw. Corp., Bridgeport, Conn.

Nails, Wire

Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque

Steel Co. of Canada, Limited, Hamilton

Others

Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

Wright, E. T., & Co., Hamilton, Ont.

Oil Stones

Canadian Hart Wheels, Hamilton, Ont.

Oil Stoves

McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks

Bowser, S. F., & Co., Toronto.
Corbett Foundry & Machine Co., Owen Sound

Ornamental Iron and Wire

Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes

Berry Bros., Limited, Walkerville, Ont.
W. T. Bigsby & Sons, London, Eng.

Brandram-Henderson, Montreal
Canada Paint Co., Montreal

Dougal Varnish Co., Montreal
Imperial Varnish and Color Co., Toronto

International Varnish Co., Toronto, Ont.
R. O. Jamieson & Co., Ltd., Montreal

Lowes Bros., Ltd., Toronto
Martin-Senour Co., Montreal

Moore, Benjamin, & Co., Toronto.
Pinchin Johnson Co., Toronto

Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal

Shaw-Williams Co., Montreal.
Standard Paint Co., Montreal

Standard Paint and Varnish Works
Windsor, Ont.

G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover

Dougal Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals

Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Pig Iron

Steel Co. of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized

Steel Co. of Canada, Limited, Hamilton

Poultry Netting

Greening, B., Wire Co., Hamilton, Ont.
John Lyssaght, Ltd., Bristol, Newport and Montreal

Pruning Knives

International Tool Co., Detroit

Pumps

Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont.

F. E. Myers & Bro., Ashland, Ohio

Putty

Steel Co. of Canada, Limited, Hamilton

R.R. Angle Bars

Steel Co. of Canada, Limited, Hamilton

R.R. Axles

Steel Co. of Canada, Limited, Hamilton

Razors

Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Refrigerators

Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers

Canadian Ferrosteel Co., Bridgeburg, Can.
Canadian Heating & Ventilating Co., Owen Sound

Rivets

Steel Co. of Canada, Hamilton
Parmenter & Bulloch Co., Gananoque

P. L. Robertson Mfg. Co., Ltd., Milton, West, Ont.

Roofing Supplies

Barber Asphalt Co., Philadelphia
Canadian Supply Co., Toronto

Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.

McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.
Standard Paint Co., Montreal

United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rope

Consumers Cordage Co., Montreal
Independent Cordage Co., Toronto

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield, England

Saws

Atkins, E. C., & Co., Indianapolis, Ind.
Diston, Henry, & Sons, Philadelphia

Shurley Dietrich Co., Ltd., Galt, Ont.
Tommons Mfg. Co., Mitchur Mass.

Spear & Jackson, Ltd., Sheffield, Eng.

Scales

American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.

Burrow, Stewart & Milne Co., Hamilton
Frithingham & Workman, Montreal.

Screws, Nuts, Bolts

Steel Co. of Canada, Limited, Hamilton

Scythe Stones

The Carborundum Co., Niagara Falls, New York

Shears, Scissors

B. Heinisch's Sons Co., Newark, N.J.
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades

Frithingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware

McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont.

Oueda Community, Ltd., Niagara Falls
Standard Silver Co., Toronto

Toronto Silver Plate Co., Ltd., Toronto

Spikes, Railway, Ship or Pressed

Steel Co. of Canada, Limited, Hamilton

Sprayers

Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto

Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

E. T. Wright & Co., Hamilton

Spring Hinges, etc.

B. Greening Wire Co., Ltd., Hamilton

Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Staples

B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Limited, Hamilton

Steel—High Speed

Alexander Gibb, Montreal

Steel—Cold Rolled Strip

Morris & Bailey Steel Co., Pittsburg, Steel Balls

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stencils

McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

E. T. Wright & Co., Hamilton, Ont

Store Ladders

F. E. Myers & Bro., Ashland, Ohio

Stoves, Furnaces

Burrow, Stewart & Milne Co., Hamilton
Canadian Heating & Ventilating Co., Owen Sound

Clare Bros., Preston.
W. J. Copp, Son & Co., Fort William, Ont.

Davidson, Thos., Mfg. Co., Montreal.
Enterprise Foundry Co., Sackville

Gurney-Foundry Co., Toronto.
McClary's, London, Ont.

Moffatt Stove Co., Weston
Pease Foundry Co., Toronto.

Supreme Heating Co., Welland
Jas. Smart Mfg. Co., Ltd., Brockville, Ont.

Jas. Stewart Mfg. Co., Woodstock
Stove and Furnace Cement

G. F. Sterne & Sons, Brantford

Tacks

The Steel Co. of Canada, Ltd., Hamilton

Tapes

Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont.

Tie Plates

Steel Co. of Canada, Limited, Hamilton

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Timber Jacks

Trehella Bros., Birmingham, Eng.

Tin Plate

A. C. Leslie & Co., Montreal

Toasters

Harkins & Willis, Ann Arbor, Mich.

Tools

The Chapin Stevens Co., Pine, Meadow, Conn.

The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Ltd., Sheffield Eng.



Sell the Paint with a National Reputation



IN the world's markets some one or two products in each different class lead all the others in public estimation. These are the products that build prosperous communities, employ thousands of men and outstrip all other makes in their class in volume of sales and profits. A few conspicuous examples are Pear's Soap, Beecham's Pills, Bass' Ale, Lea and Perrin's Worcestershire Sauce, Winchester Rifles, Remington Typewriters and Sherwin-Williams Paints and Varnishes. Each of these products is so well known and stands so high in public confidence that the demand for them reduces the dealer's selling cost to the lowest margin. That is successful merchandising. The Sherwin-Williams Agent has the added advantage of protected selling rights on certain lines which no one else in his community can sell. Sherwin-Williams products all pay a handsome margin of profit and the company is always developing plans to increase sales through the Agents' stores and get the most business possible out of every locality where there is an S-W agency. Can you afford to neglect the chance to secure the S-W Agency at the earliest possible moment? A card brings particulars.

THE SHERWIN-WILLIAMS Co.

(OF CANADA, LIMITED)

PAINT, VARNISH AND COLOR MAKERS, LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL,

TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.



Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**

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There is always someone somewhere looking for just such proposition as you have to offer.

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HOLDER OF BOX 580, send street address and we will forward replies. **HARDWARE AND METAL**, Toronto.

BUSINESS CHANCES

FOR SALE—Smart little hardware business; good turnover; stock about \$4,500. Must be sold quick; owner going West. Box 593, **HARDWARE AND METAL**, Toronto. (39tf)

FOR SALE—Hardware, stove and tin business. Established over 20 years. Stock about \$5,000. Must be sold at once. Good stand and business. J. D. MURDOCH, Simcoe, Norfolk County, Ont. (38tf)

FOR SALE—**HARDWARE, STOVE AND TIN** business; \$4,500; turnover \$14,000; small town, two railways, Western Ontario. Building can be bought. Box 600, **HARDWARE AND METAL**, Toronto. (46)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar, Wish to retire. D. FERGUSON, Teeswater. (16tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Strair Building, Toronto.

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BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

CCOUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

CCOUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DDOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

SITUATIONS VACANT

TWO A1 experienced salesmen wanted, to sell a high grade line of shears, scissors, razors, strops and cutlery specialties for large manufacturer. One territory, Manitoba and North-West Canada, the other territory, Quebec and Ontario. Only energetic, live and high-class salesmen between the ages of 25 and 45 need apply. Box 598, **HARDWARE AND METAL**, Toronto. (45)

WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. **MACLEAN PUBLISHING COMPANY**, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, **HARDWARE AND METAL**, Toronto (24tf)

MISCELLANEOUS

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egly Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FROM NOW TILL THE END OF THE YEAR we offer unusually good bargains in second-hand Typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. **THE MONARCH TYPEWRITER CO., Limited**, 46 Adelaide Street West, Toronto, Ont.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet, Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

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A FIRST-CLASS SALESMAN, with ten years' experience in hardware and kindred lines, giving up travelling, will be open for a position as sales-manager or buyer on January 1st anywhere in Canada. Box 599, **HARDWARE AND METAL**, Toronto. (43)

ADVERTISER having thorough practical knowledge of hoop, strip, bar and rod manufacturing, seeks position, or would like to meet influential gentlemen with view to organizing rolling mills. Apply Box 74, **HARDWARE & METAL**, 88 Fleet Street, London, England. (45)

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THE **MACLEAN'S MAGAZINE** is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **MACLEAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. The Maclean's Magazine, Toronto.

TRY A CONDENSED AD.

IN HARDWARE AND METAL

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

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(PAYABLE IN ADVANCE)

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Hardware and Metal
MONTREAL TORONTO WINNIPEG

Military Thread or York Pattern

Another splendid seller,
and when stamped with
the name

The Toronto Silver Plate Co.

absolutely guaranteed as
to quality.

Remember that The Tor-
onto Silver Plate Co.,
Limited, are Not in the
Trust or Members of any
Silverware Association
or Combine.



Factories and Salesrooms,
West King St., Toronto
E. J. GOODERHAM, President

H.S.

Borden and his Cabinet

"We might liken our Prime Minister and his cabinet to a newly painted house—because time alone will tell the quality of the paint."

"On paper the cabinet looks excellent."

"On paper all paint advertising looks promising, but in four years from now this great young country will know whether the house painted on Sept. 21st was painted with durable paint or not."

"The best man is the man who can retain his virtues under the most trying conditions. 'The hero of Blenheim' one writer says 'might have been a coward at Waterloo.' Likewise the best paint is the paint which under the severest climatic conditions retains its virtues."

"Howe Brothers H.S. paints are at this very moment baffling the hungry salt air of the Atlantic and Pacific coasts. This splendid paint is used on many of the coast buildings because it resists that dread enemy of paint—salt air."

"If the breezes that sweep over Cape Cod and across the weary wilds of Oregon could speak they could recite arguments stronger than those of pen or tongue to prove the superiority of the brand lurking under the magic caption H.S."

"John Smith says 'My paint is best.' John Jones says 'Little Browning.' The poet says 'Whom shall my heart believe?'"

"Test, however is better than mere boastful assertion, and you will get the opportunity of testing the merits of H.S. Paints when our representative calls."

"Time will reveal the virtues of Mr. Borden and his cabinet, just as time has repeatedly revealed the sterling qualities of Howe Brothers H.S. paints."

Howe Brothers Limited.

Temporary office - 261 King St. W. Toronto

Wayton, New York, Boston, Chicago, Kansas City

NEAT—HANDSOME—CONVENIENT



MADE IN QUARTER CUT OAK—FUMED FINISH—10" WIDE BY 22" HIGH

Another link in the chain of selling helps supplied to

Minerva

Agents.

This cabinet keeps the handsome "Minerva" color folders neat, clean and convenient.

It saves time, as well as being an attractive ornament to your store.

The "Minerva" proposition is a money-maker for aggressive dealers.

Write for Particulars

PINCHIN, JOHNSON & CO. (Canada) Limited

377-387 CARLAW AVENUE, TORONTO

ESTABLISHED IN ENGLAND, 1834.

It Must be Torture

It must be mighty discouraging for a paint dealer to be tied up tight — hand and head — to a poor line of paints, and be compelled to see the big business some other fellow is doing with

**Martin-Senour
Paint
100%
Pure**



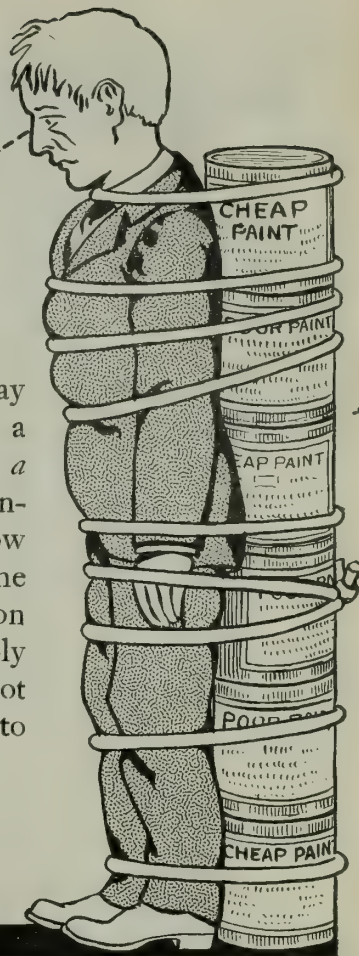
There is just one way for you to avoid such a calamity — *don't tie up with a poor line of paints.* Get the Martin-Senour Line before the other fellow gets it. The longer you handle our line the better business you will do. The satisfaction of your customers will encourage you to multiply your customers. Don't stay tied, if your line is not right — drop us a line today and we will tell you how to cut loose without losing any business or time.

THE MARTIN-SENOUR CO., Limited

MONTREAL

Pioneers of Pure Paint

CHICAGO



The Best Is Not Too Good For Your Customers

You know very well that it pays to sell goods that will give satisfaction, therefore you cannot afford to sell anything that will decrease your customer's faith in you.

These remarks apply particularly to Varnish. Don't take any chances, recommend

DOUGALL VARNISH

and be sure that your customer will be pleased. There is nothing to fear—there will be no complaints, only his confidence in you will be increased.

THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST.

J. S. N. DOUGALL, President

MONTREAL

CANADA

Associated with Murphy Varnish Co., U.S.A.

Moore's Impervo Finishes



A line of high-grade varnishes for various purposes.

Spar Varnish for Marine Work. Elastic Floor Varnish for Floors.
Fine Rubbing Varnish for Rubbing and Polishing, etc.

Moore's Impervo Finishes are a line of high-grade Varnishes made especially to suit the requirements of the critical painter and wood finisher.

We assure the trade that in the manufacture and sale of our Impervo Varnish line we shall adhere strictly to our well-known policy of producing the very best goods and selling them at reasonable prices, eliminating all unnecessary expense in the manufacture and marketing of our products, in order that they may reach the consumer at the lowest possible price consistent with quality.

Send along for details to-day.

BENJAMIN MOORE & CO., Limited

NEW YORK

WEST TORONTO

CLEVELAND, CHICAGO

SOME OTHER LEADING LINES ARE

MOORE'S FLOOR PAINT, MURESCO, SANI-FLAT, TILE-LIKE HOUSE COLORS, MOORAMEL

Write for color cards and prices.

WE MANUFACTURE BABBITT METALS OF QUALITY

Special Lines

Imperial
Genuine,
Imperial
Tough,
Harris
Heavy
Pressure,
Armature
Special.



Special Lines

Metallic
Genuine,
Hercules
Genuine,
White
Bronze,
Star
Frictionless,
Aluminoid.

OUR NEW FACTORY puts **EMPHASIS** on the quality.
Mr. Hardwareman, our prices will meet your approval.

LET US HEAR FROM YOU.

THE CANADA METAL CO., LIMITED, Fraser Avenue, TORONTO



The Varnish that Sells Without Argument

The easiest way to sell varnish is to sell the Berry Brothers' Trade-Mark Label.

When you offer that label to a customer no explanation or arguments need accompany it.

It's so well known and widely advertised that the customer doesn't require any other evidence of quality.

Your trade can't see or feel or taste or smell the goods themselves when they come to you for varnish. They have to trust to the label.

That's why it's natural for them to trust most the label they know best.

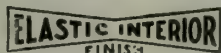
And that's Berry Brothers'.

Berry Brothers' Business Builders

The Big-5 with which every dealer can most easily satisfy the quality-demands of his trade.



For finishing floors in the most durable manner possible.



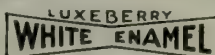
For interior wood-work exposed to severe wear and finished in the full gloss.



For the finest rubbed or polished finish on interior wood-work.



For front doors and all other surfaces exposed to the weather.



The newest and best for finest enameled interior woodwork.

BERRY BROTHERS, Limited
The World's Largest Varnish Makers
WALKERVILLE, ONT.

HEADQUARTERS

WHY BUY INFERIOR LAMPBLACK WHEN THE BEST COSTS LESS IN THE LONG RUN?

During the sixty-two years that we have been in the Lampblack business we have kept the lead in QUALITY and PURITY, and now have the largest bulk and package business on the continent.

We are the originators and manufacturers of the famous OLD STANDARD, EAGLE, PYRAMID and GLOBE GER-MANTOWN BRANDS and have the facilities for filling all orders promptly---write us at once.

WE SOLICIT A TRIAL ORDER

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A.

LAMP
BLACKS

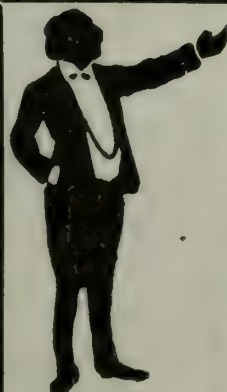
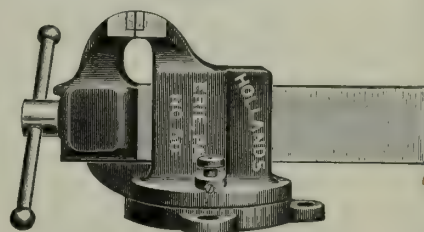
LAMP
BLACKS

HOLLANDS VISES

Have been satisfactory to the trade for a quarter of a century. They are unsurpassed for quality of design, finish and strength.

WRITE FOR CATALOGUE

HOLLANDS MFG. CO.
ERIE, PA.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent dealers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN
THIS PAPER

Gentlemen,--

The 1911 season is nearly at an end. Navigation will soon close, but there is still time for those dealers who are in a position to take advantage of water freights to make up their "Last Boat Order."

Owing to the marked rise in the White Lead market without any corresponding decline in Linseed Oil, it seems unlikely that there will be any reduction in the price of Paints. ***In fact, there is a strong tendency towards higher prices.***

Therefore do not hesitate. Order all you are likely to require and remember the two brands

**"Crown and Anchor"
AND
"Island City."**

They stand for Quality at a Reasonable Price in

**FINE VARNISHES
PURE PREPARED PAINTS
COLORS**

Write us to-day

**R. C. Jamieson & Co.
LIMITED**

ESTABLISHED 1858

Owning and Operating

**P. D. Dods & Co., Limited
Montreal**

Genuine satisfaction is assured to every user of

NEW ERA PAINT

because it lasts longer, covers more surface and holds its color better than any other prepared paint.

Is not this the article you can handle with pleasure and profit? Write for our prices; they will interest you too.

**Standard Paint &
Varnish Works Co.**

WINDSOR - LIMITED - ONTARIO

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

BUSTER BROWN
Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO



CHARLES LINDSAY

Rumford Works, 33 Great Hamilton Street.

GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc.,
Write for Catalogue

Canadian Representative---H. L. SOPER
Post Office Box 1975 - - - WINNIPEG



Oakey's

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

TORONTO
Gendron
CANADA



BOYS', GIRLS' and BABIES' SLEIGHS

with iron or wooden runners—sleighs that are built for service and durability.

We sell more sleighs than any other company in the Dominion. Our success is due to the selling of quality goods. **WRITE FOR CATALOG.**

The Gendron Mfg. Company, Limited

DUCHESS STREET,

TORONTO, ONT.

Superiority and increased strength of

Cochran Pipe Wrench

Instantly recognized by
all practical men.

Longer life, no
failures, and
less cost for
repairs—stand
for economy.

Results for
which all users
are striving.

**Cochran Pipe Wrench
Mfg. Co., Chicago**

Canadian Branch: 70 George St., Ottawa



An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

It is the safest and most convenient ladder for painters and contractors, as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

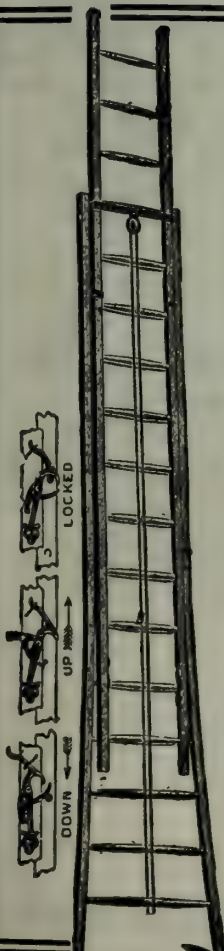
It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

**The
Stratford Mfg. Co.
Limited**

Stratford - - Ontario



Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays
sold—gives the dealer no
trouble.

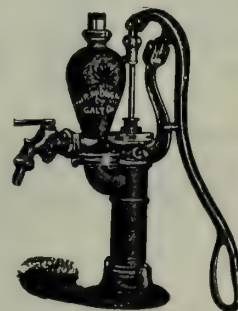
They are metal—hand
fitted valves—air tight—
strong—lasting.

The big catalogue tells
you exactly what the line
is—get it for the asking.

Write

THE R. McDOUGALL CO., Limited

GALT, CANADA




THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in nearly every instance.
They save the labor by performing it.
They are neat, inexpensive, durable and agreeable **HELPERS**,
Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively



This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

Convenience
is the chief characteristic of this high grade **CLOTHES RACK**
It can be fastened to the wall near a stove or range and when closed projects only 14". When extended and all the bails are down, it stands out only 14" from the wall and has a drying space of 19 feet.



Each bail can be lowered separately without interfering with the others. The sides of the rack are made of Hardwood—the bail of galvanized steel, bent so as to be self-supporting when in use. The price of the rack is \$1.25 retail, manufacturer's price, \$9.00 per doz. This is a sure seller. Order from your wholesaler or direct from us.

MODERN MACHINERY CO.
SARNIA, ONT.

NOVASCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON
and **SIEMENS-MARTIN OPEN HEARTH STEEL**

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.
All machine shops and railway shops should have it.
Bridge builders, track layers, and structural metal workers have constant use for it.
Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

MYERS PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOR HANGERS that are serviceable, durable and reliable. You never fail to get **QUALITY** when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

ROYAL POLISH

SECOND TO NONE

Here is a polish which contains all the good qualities and none of the bad ones. Sold to you at a price which enables you to retail it cheaper than other brands. We guarantee Royal Polish to do just as good work and to give just as good satisfaction as the highest priced polish on the market. This a bold statement, but we mean it and will live up to it.

ROYAL POLISHES CO. :: Montreal

“Safelock” Stays cannot Slip

This is a mighty strong selling point. It means that the fence will stand up to the hardest usage from animals or the elements and still keep its height and shape unimpaired. And the fact that the strand wires do not have to be kinked, owing to the positive permanent grip of the lock, means that every wire will stand its full strain. The “Safelock” is absolutely the strongest wire fence made— you can sell it as such and the test of time will bear you out to the letter. There’s good money in handling “SAFELOCK.” Write us about the exclusive agency for your locality. Don’t put it off—Write to-day.

The Owen Sound Wire Fence  Company, Ltd., Owen Sound, Ont.

Western Agents: THE BRANDON SAFELOCK FENCE CO., Brandon, Man.

MAPLE LEAF



“Improved Racer” Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All “MAPLE LEAF” saws are fully guaranteed.

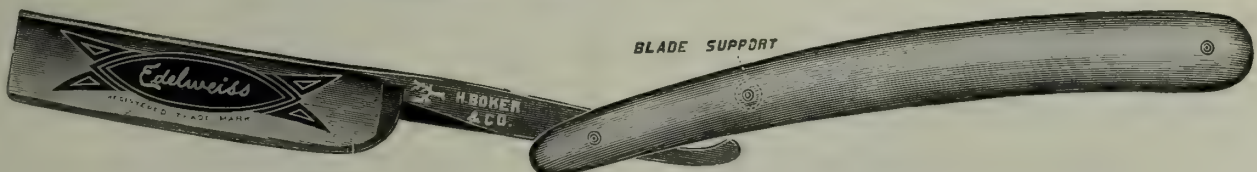
WHEN ORDERING SPECIFY “MAPLE LEAF”

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B. C.

H. Boker & Co.’s “Tree” Brand Razors

For Tender-skinned Men who have Tough, Wiry Beards, there is no comfort like a Boker Razor.



The Razor you want, and your customers want, is a razor that is sharp when you buy it—sharp when you shave with it—sharp every day in the week—a razor to make shaving a quick, satisfactory, painless process—A Boker “Tree” Brand Razor. They hold their sharp edge indefinitely—they stay sharp. Our guarantee is unlimited. Every Boker Razor is fully warranted. We authorize you to sell the Boker line under an absolute guarantee of satisfaction.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

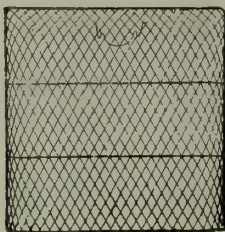
**We are Headquarters for
SPARK PROOF FIRE GUARDS.**

You will make no mistake in carrying
a stock of our standard sizes of
Spark Proof Fire Guards.

Our line is complete and of the Highest
Quality and
Strictly Up-to-
date. Do not
fail to get our
prices before
ordering.



Send for
illustrated price
list

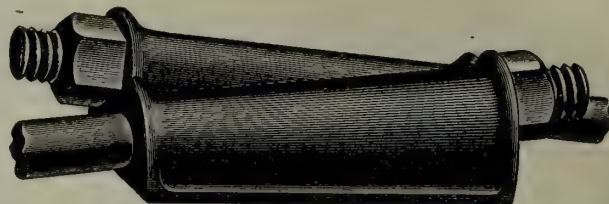


CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

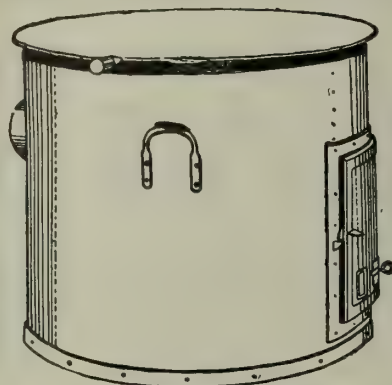
TANK LUGS



For bands on Water Tanks, Silos, Penstocks, Kilns, etc.
Round from $\frac{3}{8}$ to $1\frac{1}{2}$ inch, also for flat bands up to 6 inches.
Best Malleable Iron. Prompt Shipments.

Otterville Mfg. Co., Limited,

**OTTERVILLE
ONTARIO**



**Erie Steel
Feed Cooker**

These cookers are in-
dispensable to farmers.
butchers or stockmen.
Grains that are useless
for other purposes, by the
use of the cookers are
made as valuable as the
best marketable product.
Made in 7 sizes for burn-
ing wood. Nos. 20, 30, 40,
60, 75, 90, 120. Grates for
burning coal supplied
when ordered.

Made
by

ERIE IRON WORKS, Limited ST. THOMAS,
ONTARIO

**Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts**

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

**MONTREAL
HALIFAX
OTTAWA**

**HEAD OFFICES
TORONTO
CANADA**

**WINNIPEG
VANCOUVER
ROSSLAND**

**MORE AND MORE FREQUENTLY CANADA CEMENT IS
BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS
AND ARCHITECTS KEEP THESE FACTS IN MIND.**

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engi-
neers in uniformity of strength, fineness, color and setting quali-
ties, all our Cement is made under the supervision of our General
Superintendent and Expert Chemist to come exactly up to our
fixed standard specification. Each barrel is guaranteed to weigh
full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw,
Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.;
Belleville, Ont.; Marlbank, Ont.; Lakefield, Ont.; Hull, Que.; and
Montreal, Que., gives us ample shipping facilities to ensure
prompt delivery.

PRICE.

Being in competition with and controlled by the market of
such materials as steel, wood, clay products, and natural stone,
the price of cement is governed by conditions. At present these
permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor
in the construction of various classes of important buildings
where strength, durability, fire-proofing and economy are neces-
sary. The modern reinforced concrete structure is a monolith,
quite as much as if its various rooms and passages had been
carved out of solid rock. To this is added the strength of rein-
forcing materials. This form of construction cannot fail to in-
crease in favor.

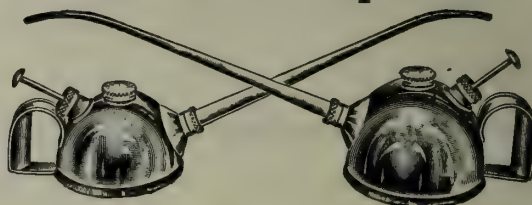
CONCRETE BLOCK MACHINERY.

By avoiding a repetition of pattern, which is so destructive to
true architectural design, and by the use of a mixture of one to
two, cement and sand, for "facing," a block equal in hardness
and durability to cut stone, in either "tooled," bush-hammered or
"rock face," may now be produced at but little more than half
the cost.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

Howland's Pump Oilers



**For sale by
all Jobbers
in Canada.**

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.

Monmouth, Illinois, U.S.

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY
ALL
JOBBER

3/4-lb. tins—3 doz. in case.

SOLDER

ANTIMONY

TIN

LEAD

Prompt delivery from stock

Tallman Brass & Metal Co.
HAMILTON, ONT.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for QUALITY and VALUE cannot be excelled.

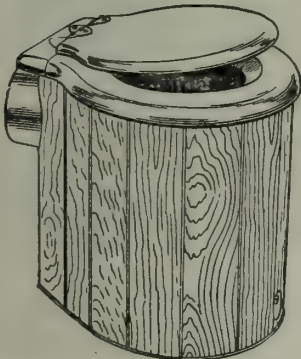
Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs, England

THE SANITATION PROBLEM SOLVED



by the invention and patent of Aerated Sanitary Dry Closet. No waterworks or sewerage required. No polluted matter to be carried out regular. Just as convenient as the flush closet, at a very small cost. The liquids carried off by a small 1/2 gas pipe and run in a hole outside. By the use of a chemical the solids are disposed of. Sold on trial.

Kendrick & Co., Simcoe

WALL PLASTER

PLASTER BOARD—THE COMBINATION GOOD RESULT LATH.

"Empire" Woodfibre Plaster, "Empire" Cement Wall Plaster, "Empire" Finish Plaster, Gold Dust Finish Plaster, Trowel Plaster of Paris and other Gypsum Products.

Shall we send you plaster literature?

Manitoba Gypsum Co., Limited
WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

CUTLERY

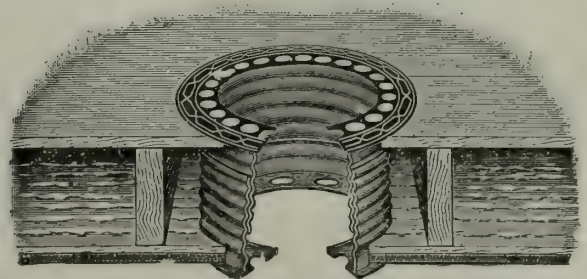
By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINOS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BOLTS.

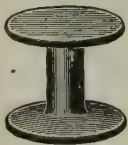
Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 3633 P. O. Box 367
Bossé & Banks
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

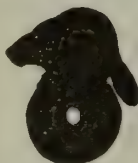
All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Wiebusch & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FEED COOKERS.



When in need of cookers for boiling feed, just drop a line to

The James Bros. Foundry Co.
PERTH, ONT.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

FILTERS.

GALVO FILTER & STERILIZER
Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
Write for Doctors' Reports on the "Galvo"
"ANTI-SPLASH" FILTERS
Plain or Screw Faucets 25c. Write for details.
Anti Splash Filter Co.
Owen Sound Ont.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - Birmingham

HARDWARE SPECIALTIES.

If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.
THE COLLINS MFG. CO. - TORONTO

IRON.

IRON and STEEL

OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

MOOSE JAW

Whitlock & Marlatt

Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

JAS. BISSET & CO.

MANUFACTURERS' AGENTS

260 St. Paul St., QUEBEC, QUE.
Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of
Plow Castings.

The Hilborn Co., Ayr, Ontario.

A want ad. in Hardware and Metal will bring replies from all parts of Canada.

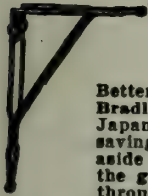
HARDWARE AND METAL

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Bolt and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.

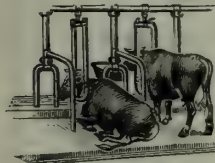


Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the Bradley Steel Bracket. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

STANCHIONS



O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear lose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TIMBER JACKS.

TREWHELLA BROS.

AUSTRALIAN MONKEY JACKS for clearing land of TREES, ROOTS and STUMPS



They are simple, powerful, reliable, and efficient. A necessary tool for every farmer.

TREWHELLA BROS
9 Alma Street, Smethwick,
Birmingham, Eng., and Trentham Victoria, Aust

TOOL HOLDERS.



ARMSTRONG PLANER TOOLS
Are ALWAYS Ready for use.
7 Sizes. Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

ONE

with an assortment
of Cutters
EQUAL A DOZEN
FORGED TOOLS.



TRUCKS.

Corbett Roller Bearing Trucks are the only modern trucks on the market.

Used by railroads, steamboats, factories, dry kilns, stores, warehouses, etc.

Write for Illustrated Catalogue.

CORBETT FOUNDRY & MACHINE CO.
OWEN SOUND ONTARIO



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

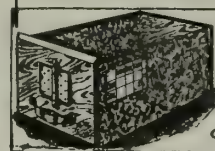
WIRE SPRINGS.

WE MAKE A SPECIALTY OF
WIRE SPRINGS
for COMPRESSION and EXTENSION.
James Steele, Limited, Guelph

When writing advertisers
kindly mention having seen
the advertisement in this paper

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
**BENNETT STEEL
HARDWARE SHELF BOX**
Saves 20% Shelf Room
over wooden boxes
Write for Catalogue and Price List
CAMERON and CAMPBELL
Toronto

CLOTHES WRINGERS.

The Estate of O. D. COWAN
GANANOQUE, ONTARIO

CLOTHES WRINGERS—1 to 3 years' guarantee
FLEXIBLE DRAG TOOTH HARROWS

Agents: Ansell & McMaster, 207 St. James St., Montreal
J. A. Girard, Quebec, Que



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

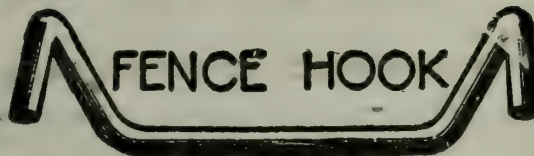
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and
Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on
Wire Fences



WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE.
OILED and ANNEALED CLOTHES
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.



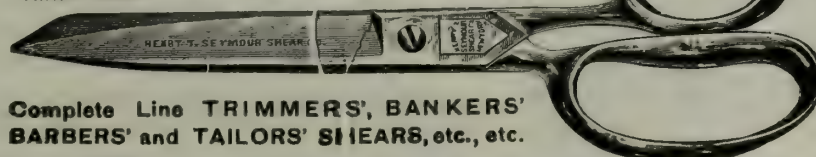
SEYMOUR SHEARS

The Standard for nearly a century

"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.

TRADE MARK



TRADE MARK

Complete Line TRIMMERS', BANKERS'
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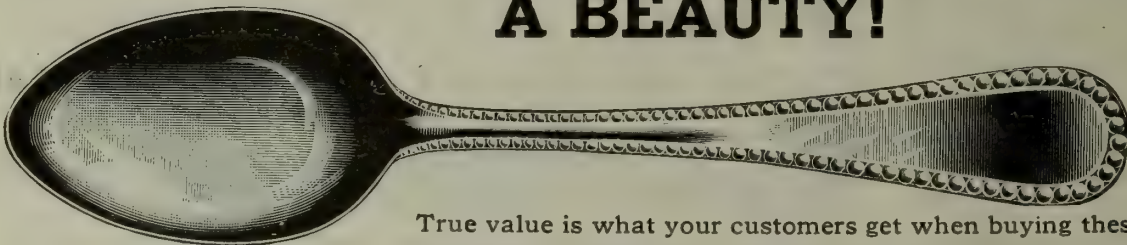
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Our Halter Chain can now
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COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
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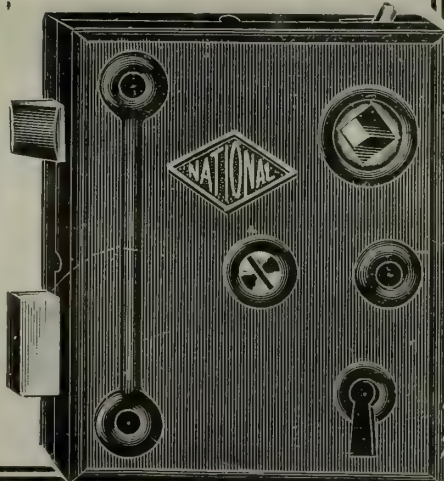
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They cannot get out of order, as they are extremely simple and extra strong where strength is most needed.



If you do not know the National Lock, get acquainted, as it means more money for YOU.

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The "Hygienic" COFFEE PERCOLATOR

Makes an
IDEAL CUP
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It is beautifully finished and fitted with the new Monarch regulating lamp.

The Hygienic has no near

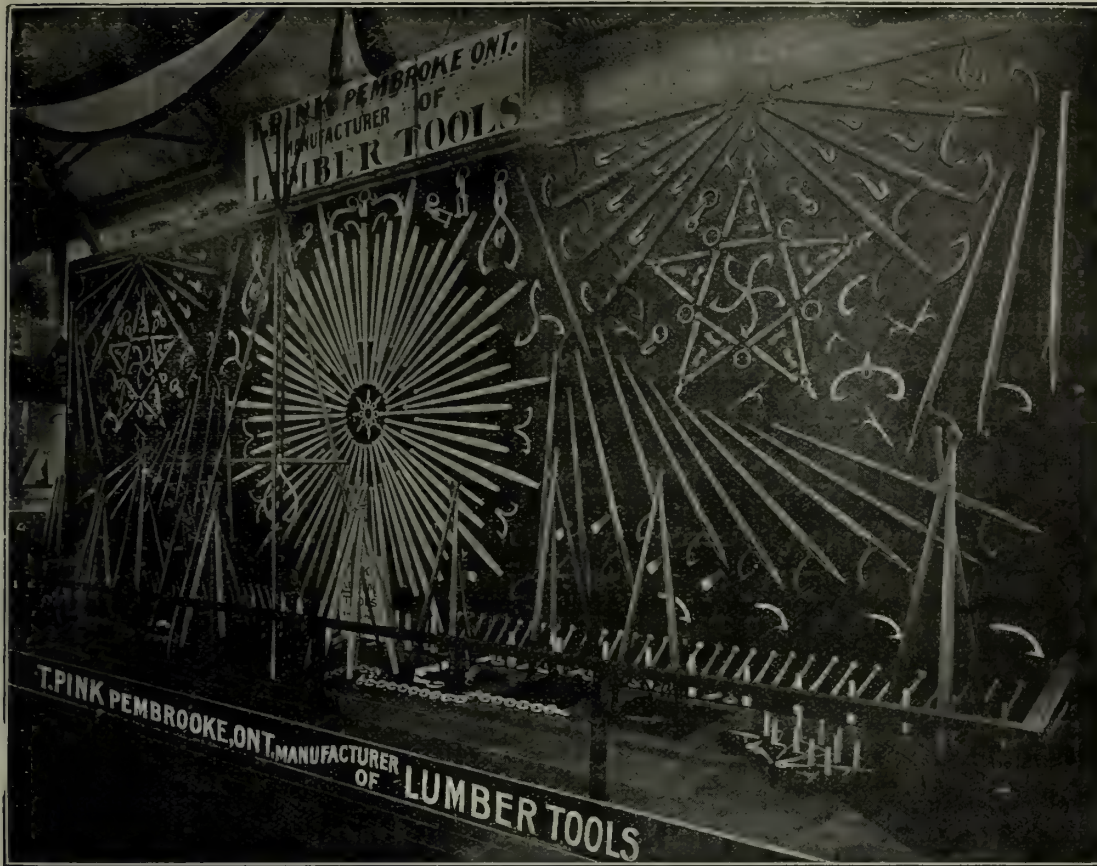
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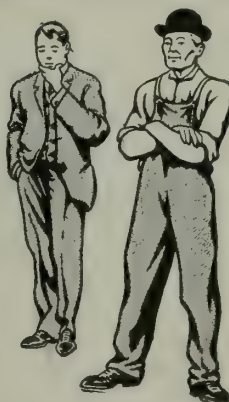
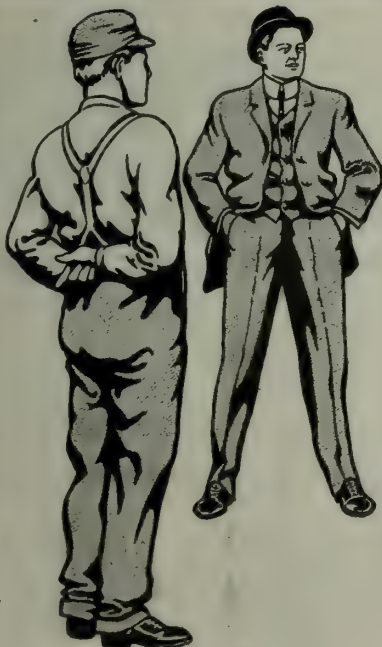
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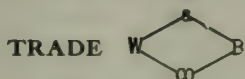
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You can avail yourself of true wrench economy by banking your faith on "W. & B." WRENCHES. No matter what you want a wrench to do, there is a "W. & B." exactly suited to the work, for our line is the largest and most complete in the world.

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We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

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MAKERS OF STERLING SWS

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WHEEL BARROWS

for Every Purpose

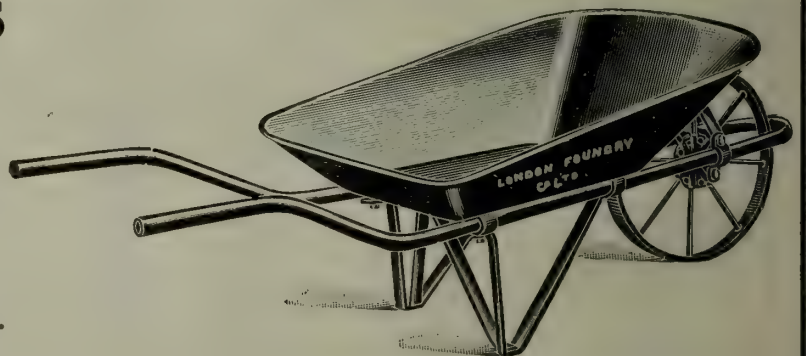
We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

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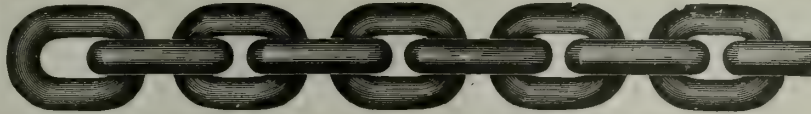


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Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

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**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.**

EVERYTHING IN WELDED CHAIN.

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THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

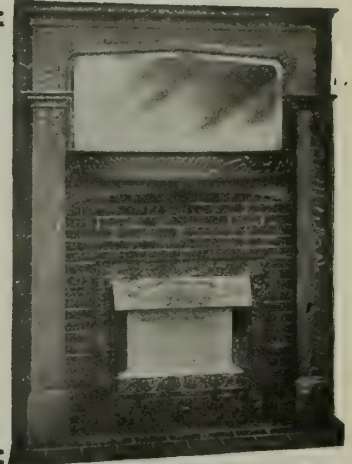
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Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

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BRUSHES and BROOMS FOR FALL TRADE

It is worth your while to be certain that you place in the hands of your customers only goods which are absolutely reliable. You can do this if you handle the **Keystone Brand**, as no brush or broom is allowed to leave the factory unless perfect in every respect.

Manufactured by

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AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.



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DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
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Learn about our system of ventilating. A pleasure to send books.

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"ROSS" Rifles are famed for their accuracy and power. They are the best, as well as the cheapest—everything considered.

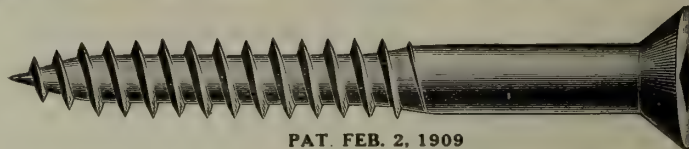


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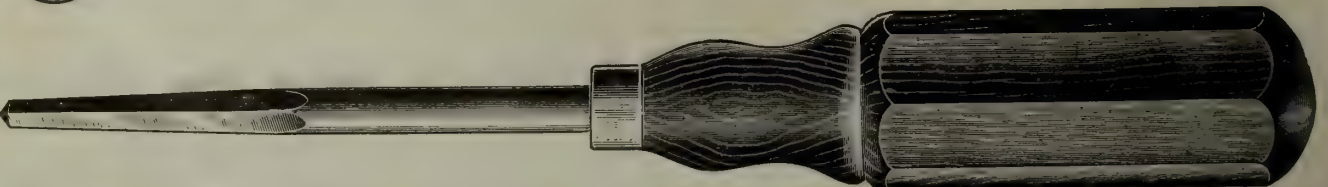
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THAT
SQUARE
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HAND DRIVERS, YANKEE BITS BRACE BITS
RIVETS, BURRS, WASHERS, NAILS, WIRE

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**"Cyclone" and "Joliette"
Building Papers**

Sell the Players' Favorite

hockey stick—the stick with a reputation for the utmost reliability. That is

STILL'S "SPECIAL" HOCKEY STICK

Made of second growth rock elm, well seasoned, rightly balanced and splendidly finished.

And to meet all demands, stock these: "EMPIRE," next to our "SPECIAL," the best stick made. "IMPERIAL," a good all-round stick at a moderate price. "CHAMPION," the stick that pleases the boys.

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Stanley Concealed Ratchet Bit Braces

Note Particularly.—The Cam Ring which governs the ratchet is in line with the Bit—a great advantage in working.

The Ratchet mechanism is completely protected, so that it is always free from dirt, grit and moisture, and retains oil for a long time.

In the clutch mechanism, five teeth are in engagement when working as a Ratchet, as against one tooth in other forms of Ratchet Braces.

They are highly nicked and have Cocobolo Ball-bearing Heads and Cocobolo handles.

These Braces, together with many other varieties of Ratchet and Sleeve Braces, are now being made at our CANADIAN WORKS.



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Rule & Level Co.
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are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

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NEW BRITAIN CONN. U.S.A.

CANADIAN REPRESENTATIVE

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Published Weekly by

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New York: 115 Broadway.

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VOL. XXII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 4, 1911

NO. 44



E. M. DICKINSON'S

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TRADE MARK
THE MURRAY
THE INVICTA
EL DORADO
CAMBRIDGE & CO.
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For Sale by Leading Wholesale Houses.

Which Pays Better

Selling two lots of

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or one lot of cheaper substitutes?

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Makers
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A. C. Leslie & Co., Limited
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Managers Canadian Branch

Wrought Steel Foot Bolts Wrought Steel Chain Bolts

These, like all other Taylor-Forbes products, are skillfully designed and constructed and excellently finished.

They are easily operated and are the most durable on the market—they are positively the best value that money can buy.

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Big Ben is coming to Canada!



Height 7 inches. Dial 4½ inches.

Rings steadily for 5 minutes, intermittently for 10.

Big Ben, the biggest alarm clock success that's ever been known in the United States is coming to Canada. And we are going to make him like it so well that he'll never want to come back.

We have now completed steps to introduce Big Ben to the Canadian trade on as extensive a scale as we did in the United States.

Beginning with September we will extend our campaign to all the leading Canadian publications and in order to enable Canadian dealers to get the maximum benefit from our advertising, we are packing Big Ben especially for the Canadian trade 6 in a carton with a full set of store selling helps, (Posters, Show Cards, Metal Signs.)

On an order for 12 he comes with a mahogany display stand. On an order for 24 you can have your name printed on dials, get the stand, the posters and a beautiful metal sign, lithographed in five colors.

His retail Canadian price has been fixed at \$3.00. You can sell him for more if you want, but you may not sell him for less.

Big Ben and his selling Helps are already carried in stock by 34 Canadian wholesalers. We shall be glad to let you have their names upon request.

In broken lots, \$2.20 less 5%. In lots of 24, \$2.10 less 5%

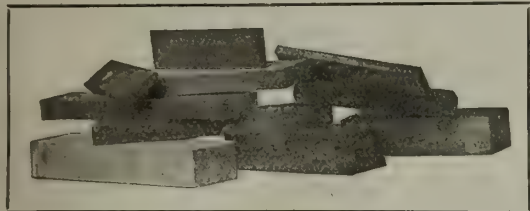
Dealers' names printed free on dials in lots of 24.

Western Clock Co.

La Salle, Illinois

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Carborundum Sharpening STONES



It is pretty good evidence of their merit. Carborundum Sharpening Stones bring the repeat orders they bring the consumer back to your store. The users of all edge tools is your market. There is a Carborundum Stone for them all—a stone that is sharper, quicker cutting and more durable than any other stones made or mined.

Let them know you are a Carborundum dealer. Put in a stock NOW. It will move—It will bring the profits. Do you know about our free display case offers—our co-operation-with-the-dealer-plan? Write us.

The Carborundum Company,

Niagara Falls, N.Y.

These Two “YANKEE” TOOLS

are Catching the Mechanics

Same tool as the popular No. 30, but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

Quick Return
No. 130



“YANKEE”
Push Brace No. 75

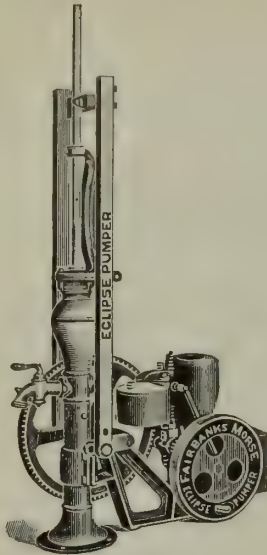
Bores $\frac{3}{8}$ " holes in any kind of wood in half the time of a Bit-Brace and does it easier. Drives and draws screws---takes all the small tools and works in close quarters where a Bit-Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the “Yankee” Spiral Driver. **These Are the Coming Tools.**

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Would you pump water from a deep well for two cents per hour? That's what the "ECLIPSE PUMPER" does right along. Neither does its usefulness end there. The engine is easily disconnected from the pump and is all ready to turn the cream separator, run your grindstone or grind your feed, etc. The "ECLIPSE PUMPER" is a practical, guaranteed "Fairbanks-Morse Engine."

Every hardware dealer should carry them and a letter to our nearest branch will bring you our catalogs and our special terms to agents.

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Inches - - - - - $6\frac{1}{2} \times 10\frac{1}{8}$

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Need no introduction to Lumbermen and Tie-makers. To sawyers the word **DISSTON** is

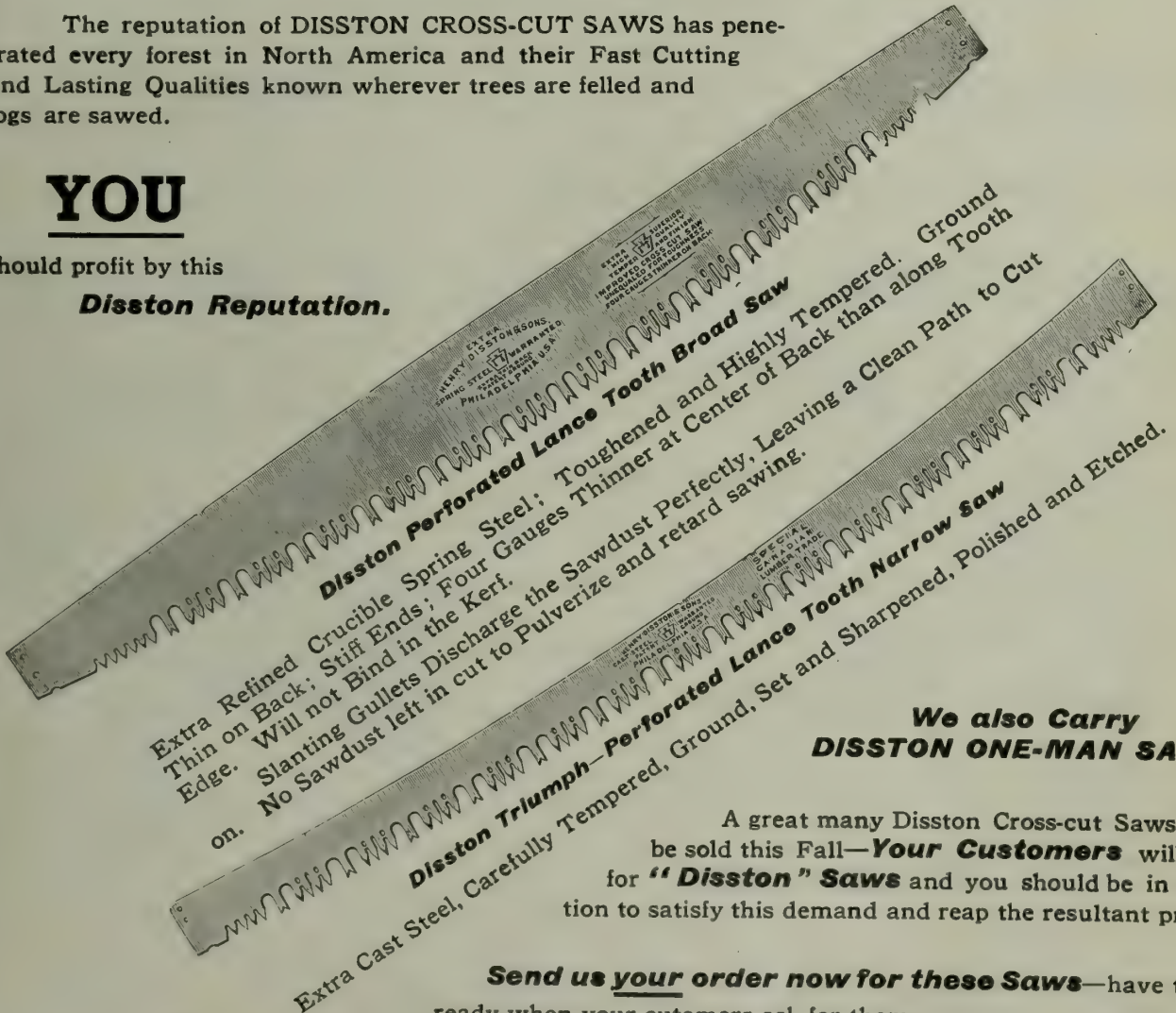
Speed, Ease and Lasting Quality

The reputation of DISSTON CROSS-CUT SAWS has penetrated every forest in North America and their Fast Cutting and Lasting Qualities known wherever trees are felled and logs are sawed.

YOU

should profit by this

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**We also Carry
DISSTON ONE-MAN SAWS**

A great many Disston Cross-cut Saws will be sold this Fall—**Your Customers** will ask for "**Disston**" Saws and you should be in position to satisfy this demand and reap the resultant profit.

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Our Blankets are having a ready sale and insure good profit.

Merchants—
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They are WELL MADE, WELL DESIGNED and have an attractive finish, and are superior in QUALITY and WORKMANSHIP to any on the market.

All standard sizes carried in stock. Special sizes made to order only.

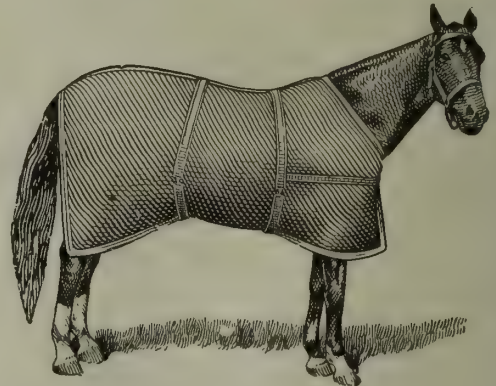
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WHOLESALE HARDWARE AND METAL MERCHANTS



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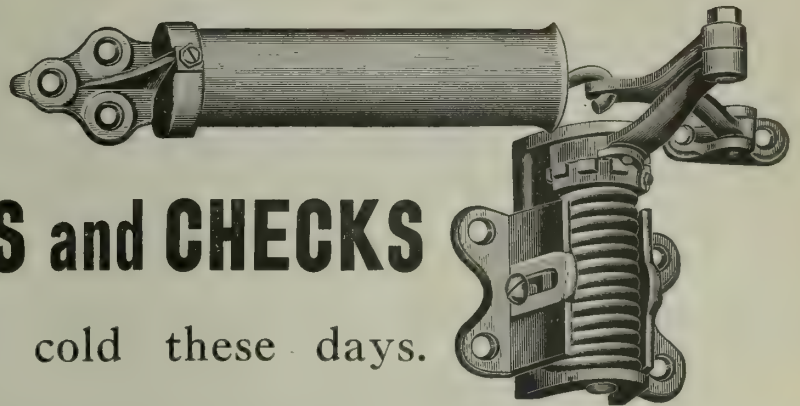
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OUR No. I. L.

DOOR SPRINGS and CHECKS

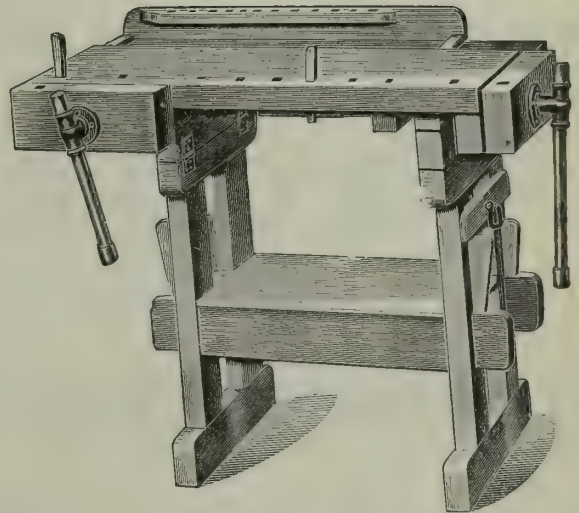
will keep out the cold these days.



Made for ordinary size doors, fine old copper finish, only \$12.00 per dozen. Adjustable tension, and adjustable check.

MANUAL TRAINING WORK BENCHES

Specially made to suit standards adopted by Ontario and Quebec School Boards.



We sell a number of these benches to dealers who re-sell them to homes where Carpenter work is done for pastime. They'll sell freely at Christmas time.

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Soft Basic Open Hearth
S T E E L B A R S

Excel in Toughness, Softness, Strength,
Ductility and Ease of Welding.

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In Footballs, as in everything else, it pays to pay for quality. The "Samson" name on sporting goods of any sort is a guarantee of the best.

H. S. Howland, Sons & Co., Limited

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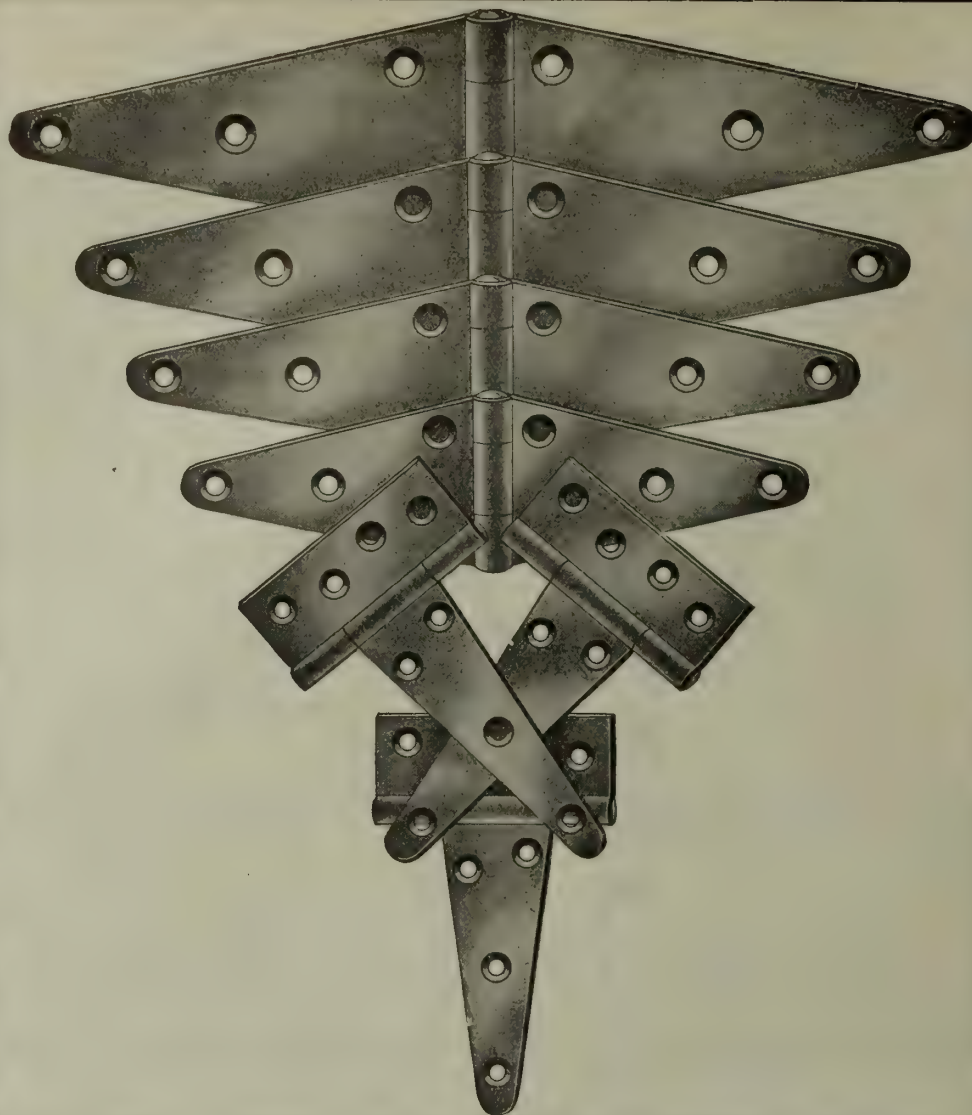
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T
S



HINGES and BUTTS

Endorsed by Contractors and Architects---Sell them and get the Builders' Trade.

Canada Steel Goods Company, Limited, - Hamilton, Canada
MANUFACTURERS



METAL CEILINGS and SIDEWALLS

The best made at any price.

Decrease the cost of interior construction.

Increase Fire Protection, Sanitary Conditions and Artistic Effects in any Building, Public or Private, in City or Country.

A large variety of attractive designs to choose from.

Quality and Durability above the average.

SEND MEASUREMENTS FOR ESTIMATE

McFARLANE, DOUGLAS CO., Limited, 250-260 Slater Street
Ottawa, Ont.



The Mark That Stands For
The Best in Rope

The Facts About Rope

Why not consider some of the common-sense reasons why PLYMOUTH Manila rope is a good investment for you — a profit-maker in every sense of the word? These facts have started hardwaremen thinking:

PLYMOUTH ROPE "The Rope You Can Trust"

1st. *Gives more pounds of satisfaction to an ounce of weight than any other rope made.* Isn't it reasonable to expect that when a rope gives good value for the money, the buyer will come back for more?

2nd. *Outlasts all other ropes.* When the marked durability of rope will convince buyers that they want no other, isn't their steady trade fairly well assured?

3rd. *Is the best possible advertisement.* When you get the reputation of handling a *very fine rope*, isn't it natural that you get customers that would otherwise go elsewhere?

Is it good business to offer your customers cheap rope when you know that PLYMOUTH Manila gives them more for their money and at the same time helps to "boost" your trade? Why not ask your jobber to send you PLYMOUTH next time?

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO
ST. JOHN

MONTREAL
WINNIPEG

HALIFAX
VANCOUVER



A NEW RECORD

COMMUNITY SILVER

RELIANCE PLATE



LOUIS XVI PATTERN



KENWOOD PATTERN

The Dealer who carries
**COMMUNITY
SILVER**
and
RELIANCE PLATE

echoes their praises, because he finds
new and better "records" for his store.

Both Community Silver and Reliance Plate are sold only on
a restricted price basis, hence cut-throat competition is avoided
and every sale counts - yields a sure and generous profit.

ONEIDA COMMUNITY, LTD.

ONEIDA, N.Y.

Estd
1809

EVERED

&C^o
LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:

27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of
Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire
Mattresses.

Brass and Copper and Brass Cased
Tubes.

Rolled Brass and Copper.

Switch Gear.

CANADIAN TRAVELLING REPRESENTATIVE:

Geo. H. Saywell

-

Saskatoon

LOCAL REPRESENTATIVES:

H. A. WHITEHEAD, 86 WELLINGTON ST. WEST, TORONTO

THOS. CARLYLE, 177 WATER ST.,

WINNIPEG

ASK OUR SALESMEN TO WAIT UPON YOU.



The Buyer for the Home

She believes in the merchant who does business on the Quality basis—in goods whose trade mark is backed and pushed by energetic advertising.

The "Wear Ever" trade mark means quality in cooking utensils.

Its prestige means to you not only pleased and profitable buyers of cooking utensils, but more trade on your other lines.

It helps to make your name synonymous with quality.

You should have "Wear Ever" advertising—magazine and dealer aid—working for You.

Write

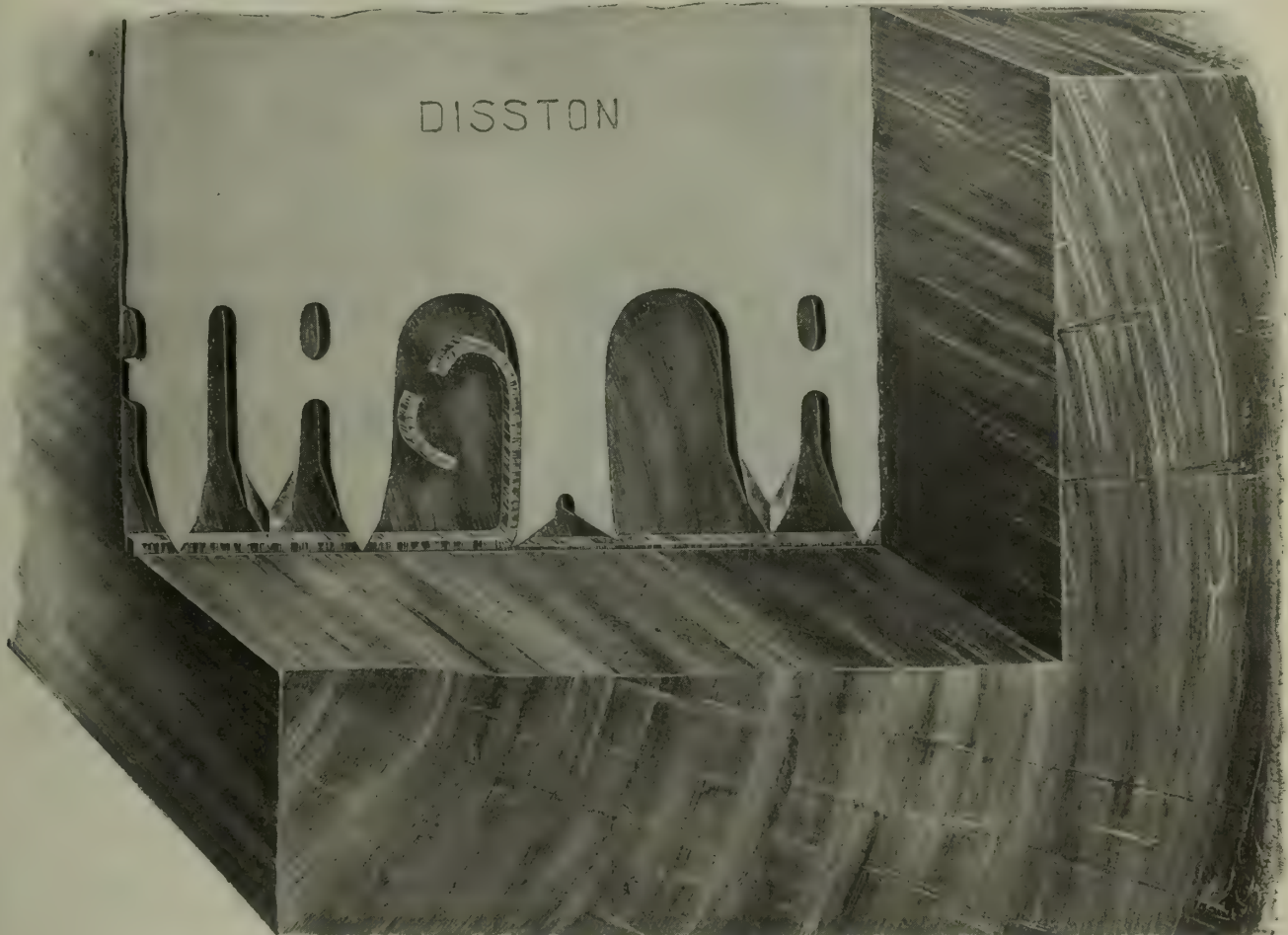
The Northern Aluminum Co., Ltd.

Toronto, Ontario

Dept. H

The RAKER

is the controlling power in crosscut sawing



"The question of length of 'Rakers' or Cleaner Teeth is brought up from time to time by someone who has not been through the mill of experience, also the statements that the Rakers DO ALL THE WORK, should be on line or even with the cutting-points of the saw, etc., etc. This latter, of course, will appear ridiculous to experienced crosscut saw users, but, nevertheless, as new men are coming on the field all the time and do not possess the knowledge, an explanation is worth while, for quick progress can be made only in profiting by the experience of others."

The above is a quotation from our four-page circular on "The Raker Tooth," the most complete article ever written on the subject. It's free for the asking—just drop us a postal giving your name and address, mentioning this journal.

HENRY DISSTON & SONS,

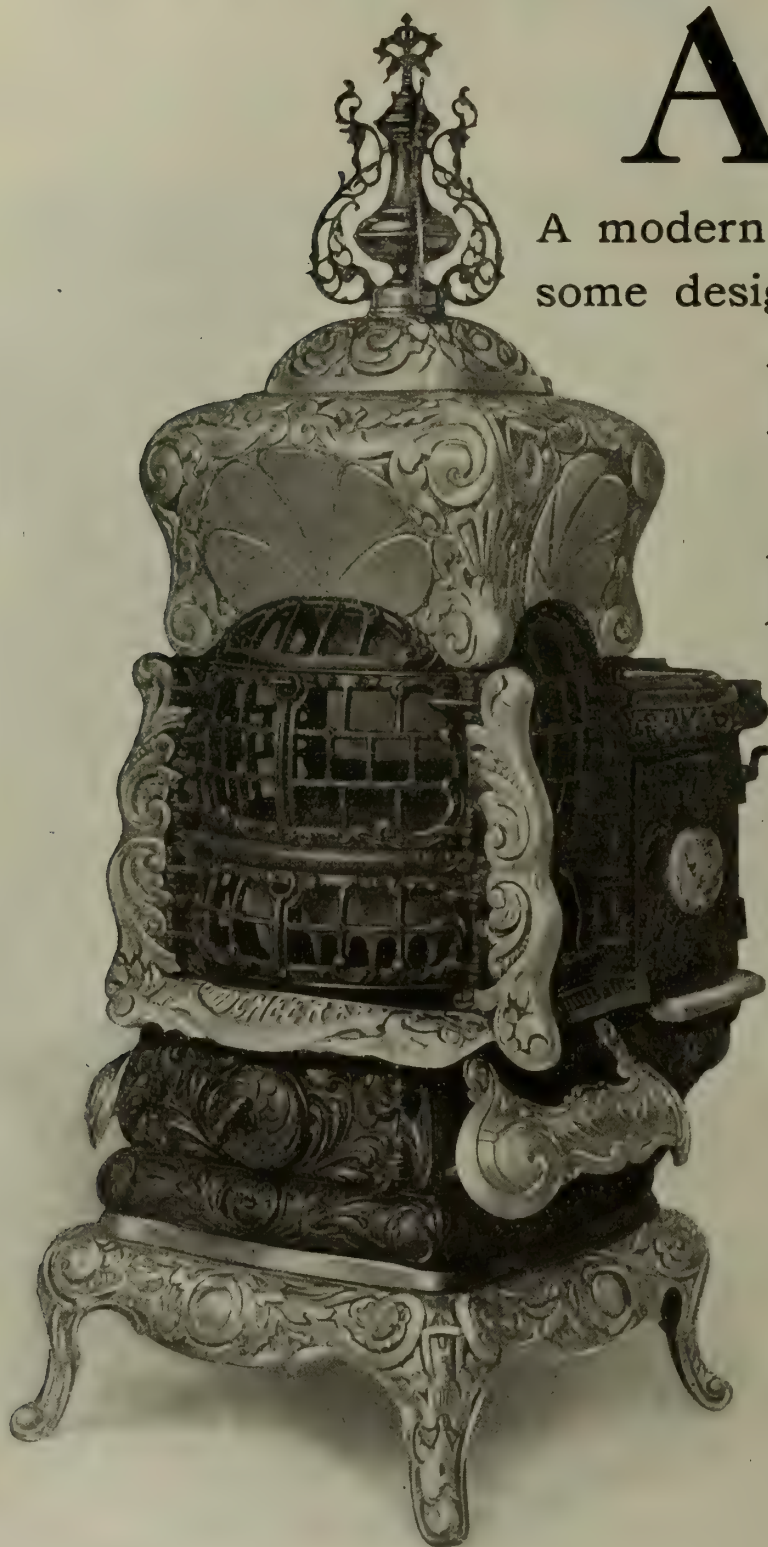
INCORPORATED

Keystone Saw, Tool, Steel and File Works - PHILADELPHIA, U.S.A.

CH / Chicago, Boston, Cincinnati, New Orleans, Memphis, San Francisco, Seattle.
HOUSES: \ Portland, Spokane, Toronto, Vancouver.

HARDWARE AND METAL

The "GOOD CHEER" ART



A modern Baseburner of handsome design with a record for

**Efficiency
and
Durability**

Made in two sizes:
13 and 14 inch fire-
pots; two sizes
square, two sizes
with oven.

**Can promise
prompt
shipment
at present**

Will wire you if
any delay in ship-
ping your order.

The James Stewart Manufacturing Co., Limited
WOODSTOCK, - ONTARIO
WESTERN BRANCH—156 LOMBARD ST., WINNIPEG, MAN.

Mr. Hardware Merchant:

Our advertising man says that "Souvenir" Furnaces are so well known to the trade that a cut would only occupy valuable space.

He may or may not be right—your opinion on the point would be esteemed.

There's one thing absolutely certain—you cannot recommend "Souvenir" Furnaces too highly, because they represent all that is latest and best in furnace construction.

When you see laborers digging out a foundation go after the heating contract—recommend the

"SOUVENIR" FURNACE

and we'll help you to land the business. Get acquainted with the architect—find out the area to be heated and we'll solve the problem for you - if you so desire.

"Souvenir" Furnaces are designed by prominent heating engineers—constructed by skilled workmen from the best materials.

That's exactly why we can so confidently guarantee "Souvenir" Furnaces.

Exactly why you may so confidently recommend them.

Don't you see that we could not possibly issue a legal, money-back guarantee—a guarantee just as good as gold—unless we positively knew that "Souvenir" Furnaces would make good.

Nor could we afford to ask you to specially recommend them.

THREE IMPORTANT POINTS:---

1st. "Souvenir" Furnaces are the right quality from base to dome.

2nd. "Souvenir" Furnaces are guaranteed.

3rd. Prompt deliveries assured.

THE HAMILTON STOVE & HEATER CO., Limited

(Successors to Gurney, Tilden & Company, Limited)

HAMILTON,

ONTARIO

The Stove and Furnace Centre of Canada.

We Absolutely Guarantee With Better Results A 50 per cent. Saving In Fuel

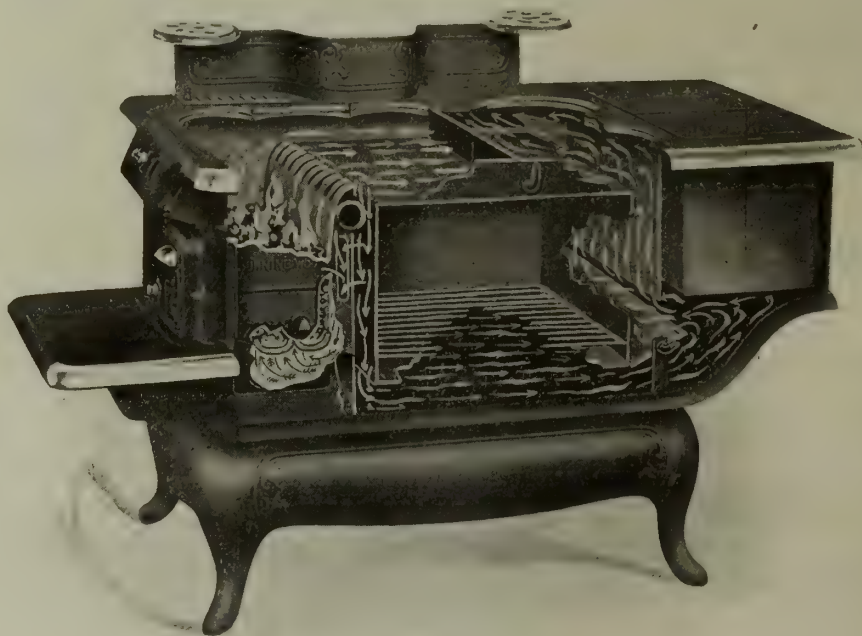
The past and present records of this range enable us to place an absolute guarantee on every one that leaves our shops—a guarantee that it will save 50% in fuel costs, and bring excellent results in baking, cooking, heating, etc.

Wherever these ranges have been used they have given complete satisfaction—a satisfaction that has resulted in many repeat orders and testimonials. These testimonials are yours on request. Write for them.

This range is made in steel and cast iron and its construction is far beyond competition.

Your business depends upon the handling of quality goods. Handle this line and you are absolutely protected against unsatisfactory ranges.

The fire travel is mechanically perfect. The heat is rapidly and evenly distributed throughout the range, assuring the maximum results at minimum coal cost.



Write for Catalog and Prices.

The Supreme Heating Co., Limited
Welland, Ontario

The "Pandora" Range

MADE TO SATISFY CUSTOMERS



The "Pandora" Range is the embodiment of special features—features that are demanded by the consumer, and when incorporated in the construction of the stove, make the stove that much more valuable.

FEATURES:

Triple Bar Grate,
Cast Steel Linings,
Expert Construction,
Simplicity of Design,
etc., etc.

Features such as these appeal to the particular housewife; she instantly realizes that the Pandora is different from other ranges.

The "Pandora" is a scientifically constructed range. The flue construction is the newest and best that can be devised. The workmanship perfect. The materials the best that can be procured.

We manufacture an unparalleled, and help you sell it. Can we do more?

WHY NOT TAKE ADVANTAGE OF THIS OPPORTUNITY?

McClary's

LONDON TORONTO MONTREAL WINNIPEG
VANCOUVER ST. JOHN HAMILTON
CALGARY SASKATOON

Don't Worry!

It is not necessary. Hardware and Metal says this is the time the stove dealer has his troubles. Why not permit us to help you out? When



Don't take it in the light of an experiment, you have something good to talk about, and your customers, after a trial, will be as enthusiastic as yourself.

If you are not already in the Line, drop us a card. We'll send you a catalogue.

The Percival Plow and Stove Co.

LIMITED

MERRICKVILLE

ONTARIO

You Take No Chances

WHEN BUYING

**Asbestos Furnace Cement
and Oil Stove Putty**



when it is manufactured by us. We have spent many years in experimenting and testing and guarantee these products to withstand the highest temperature and be practical in application. They are an absolute necessity for every workman who wants to do a good job with little waste.

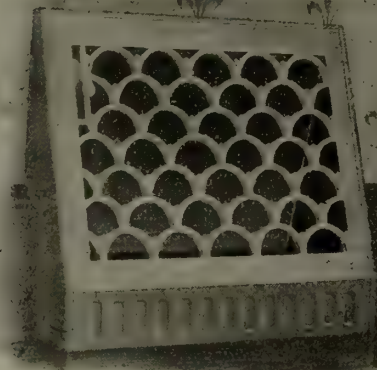
We manufacture our products on purely scientific principles and have confidence that they will prove satisfactory, and will refund the price if not so.

WRITE US FOR SAMPLES

G. F. STERNE & SONS
BRANTFORD, ONTARIO

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14 in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO

The Goods That Have Made Good
Because They are Well Made.



Exhibit at the Ontario Retail Hardware Association Convention

Order at once and avoid the rush.

Factory and Head Office, - - - ST. MARYS, ONT.

Branches, Montreal and Winnipeg.

Jewel Stoves and Ranges

Royal Jewel Steel Range The Range of Quality.



Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

STYLE R.F.

We also make a great variety of Cast Iron Ranges and Cooking Stoves, including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. The Grand Jewel Wood Cook Stove is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of Heating Stoves to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.



The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto and Winnipeg.

Western Customers please write for information and send orders to our Winnipeg Branch, No. 130 James Avenue.



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:

102 St. Remi St., Montreal, Canada

And at

95 Queen Victoria St., London, E.C.



Attractive, Convenient, Durable, Reasonable in Price.

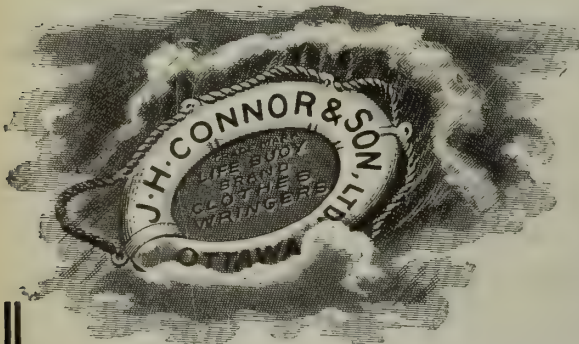
Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving

and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toron



Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices, also full particulars.



J. H. CONNOR & SONS, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.



No. 2240 Round Casserole.

Casserole Ware

Our Line of Casserole Ware is very complete, in fact we may say this as to every line of our manufacture.

Do not place your Christmas order for Silverware until you have either seen our traveller or written us for Catalogues.

We are not in the Trust or Members of any Silverware Association or Combine.

The Toronto Silver Plate Company, Ltd.

Silversmiths and Manufacturers of Electro-Silver Plate of every description.

Factories and Salesrooms - - West King Street, Toronto

E. G. GOODERHAM, President

Sell ceilings for large profits

We are hammering the PRESTON Steel Ceiling idea into the public mind these days by a strong series of newspaper ads.

The result will be reflected in inquiries that will come to you. Are you ready to handle these inquiries and nurse them into orders?

The profits on PRESTON Steel Ceilings are large, and—as a side issue—you will most likely land the paint order that has to be given when PRESTON Steel Ceilings are to be used.

Have you on file our Catalogue No. 24 and our trade price list 48?

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

Every fruit grower who has given the

"Kansas" Pruning Knife

(Improved)

a trial or has compared it with other makes is enthusiastic over the economical and superior results that the "Kansas" enables him to produce.

It has no complicated parts, and its improved construction and positive action recommend it to all who require a superior article.

The "Kansas" takes off any branch up to 1 1/4" in diameter and no climbing or straining is necessary when using it.

Made in Canada by the Taylor-Forbes Co., Limited, Guelph.

Write for circular and prices

International Tool Co.
Detroit, Michigan



To take a limb off near the trunk, simply place the hook over the limb, pull on the handle and the work is done. For snipping off outlying twigs, pull a cord instead of the handle.

The "KANSAS" PRUNING KNIFE is profitable to the dealer as well as the user.

NOTICE THE TEETH OF NICHOLSON - MADE FILES

They are all uniform height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade

according to the purpose for which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.

These are the favorite Nicholson-Made lines in Canada

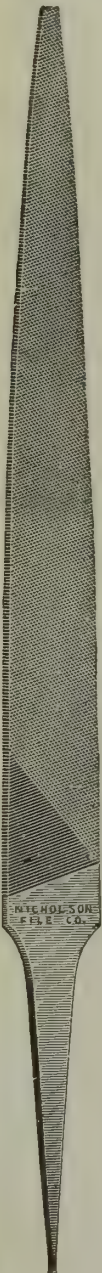
“American”
“Arcade”
“Great Western”
“Globe”
“Eagle”
“McLellan”
“Kearney & Foot”
“J. B. Smith”

These are the lines that you can stake your reputation upon. Ask your jobber about it.

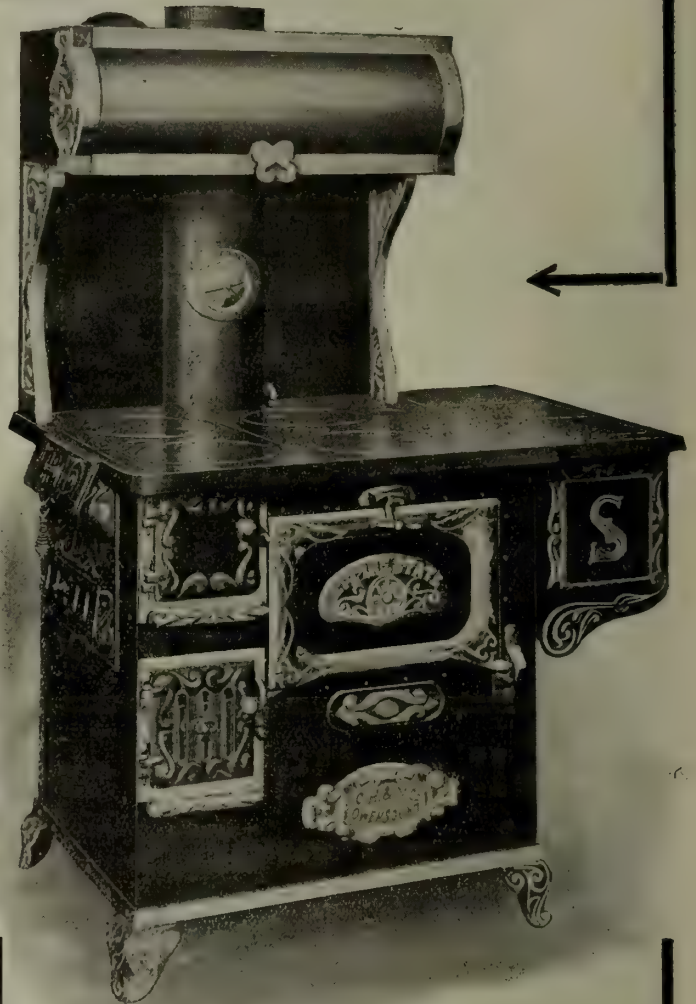
Nicholson File Co.

(Dominion Works)

Port Hope, Ontario



The Empire State Steel Range



A Very Attractive Range At a Moderate Price

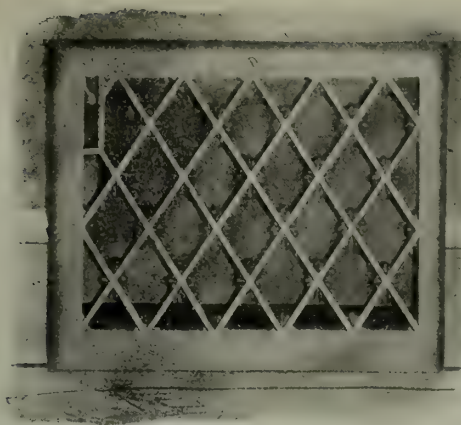
Made with a 16-in. oven, has four 9-in. Covers. N.P. Oven Door Frame, Name-Plate, Ash Guards and front two Legs. Large Fire-Box for Coal, Duplex Grates. Made in Square, Reservoir and High Closet.

WRITE FOR PRICES AND DISCOUNTS

**The Canadian Heating & Ventilating
Company, Limited**

Owen Sound, Ontario

Or The Canadian Heating and Ventilating Co. Branch :
521 Henry Avenue, Winnipeg, Man,



THE IMPERIAL

Canadian Ferrosteel Company

BRIDGEBURG,

ONTARIO

**SIDEWALL
REGISTER
SPECIALISTS**

All Designs.

All Sizes.

All Finishes.



THE MOORISH



The Hardwareman who is looking for a line on which to build his trade cannot make a mistake by stocking and boosting

Banner Stoves and Ranges

The ART BANNER cannot be excelled for its splendid design and equipment. It is an entirely new range of the loose earth pattern and when quality and price are considered, it is the best ever offered to the trade.

SPECIAL FEATURES

FLUES. Of a depth that insure quick operation.

OVEN. Large, square and well ventilated.

FIRE BOX. Large in size and well-proportioned.

GRATES. Duplex, for coal, of our latest improved design.

WOOD FIXTURES. This range is provided with a heavy, durable basket wood grate which is unequalled for wood burning requirements and will take 24-inch wood.

NICKEL BANDS. Are all removable and of our most approved form.

Write for full information about this range, because we have the best proposition to offer in the stove line.

The Down Draft Furnace Company Limited

GALT,

:

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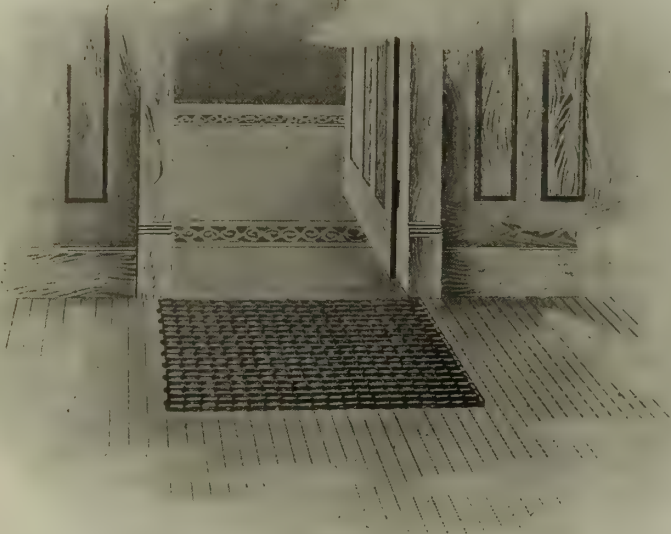
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ONTARIO, CANADA

Premier Flexible Steel Mat



is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 feet to 100 feet. Special mats made to order on short notice.

The Shultz Manufacturing Company, Limited
HAMILTON, CANADA



**Every Man Who Writes a Letter
NEEDS**

A Monarch Typewriter

Business custom demands that business communications shall be typewritten. Pen-written letters are out-of-date and no merchant can afford to be so classed.

The MONARCH typewriter will save you time.

The MONARCH typewriter is easy to operate, is durable---will last a business lifetime.

THE MONARCH TYPEWRITER

is sold for cash or on easy monthly payments.

(A large stock of second-hand typewriters at bargain prices always in stock.)

WRITE FOR DETAILS

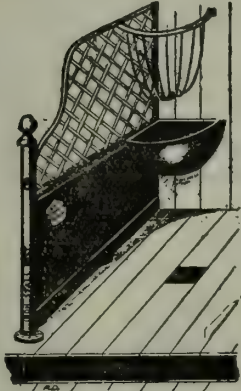
The Monarch Typewriter Company, Ltd.,

46 Adelaide Street West,

TORONTO

Branches :—MONTREAL, OTTAWA, LONDON, HAMILTON

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

When writing advertisers kindly mention having seen the advertisement in this paper

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

Double the Life of Your Bits



Ordinary bits bore slowly, often scrape, frequently clog and are made of an inferior grade of steel. The life of such a bit is naturally short and its use costly.

On the other hand here's a **FORD AUGER BIT** made with a most improved twist—it never fails to cleave a true, smooth hole; is self-cleaning in action, positively will not clog, and gives to the **FORD** a speed unequalled by any Bit which cuts as smooth.

In wearing qualities

FORD AUGER BITS

are unsurpassed. Made of extra high-grade steel, expertly tempered. **FORD** Bits have a fineness and durability superior to any other Bit made.

Compare the **FORD** with any other Bits you may have—test it any way you wish—you'll find it **FASTEST, EASIEST, TRUEST, STRONGEST and MOST DURABLE**; in fact, **AUGER BIT PERFECTION**.

Send for Catalogue "E"—
It's **FREE**.

Ford Auger Bit Co.
HOLYOKE, MASS.

PEASE FURNACE



Economy Furnace—300—Series B.
Cased with Vertical Shaker.

Our motto is not "How Cheap" but "How Good" can we make it.

The result of practising this motto is our unblemished reputation for the last 36 years of producing the best furnace in every way.

"Ask the man who has one"

Write for a copy of our new
illustrated catalogue.

PEASE FOUNDRY COMPANY
LIMITED

Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY



DAVIDSON'S "MARATHON OAKS"

Every dealer can sell them and a little energy
in salesmanship will show profitable returns.

MADE IN FOUR SIZES

Nos.	Diameter of Fire Pot.	Height less Urn	Weight.
811	10"	34½"	48 lbs.
813	12"	36½"	64 lbs.
815	14"	39"	76 lbs.
817	16"	41"	100 lbs.

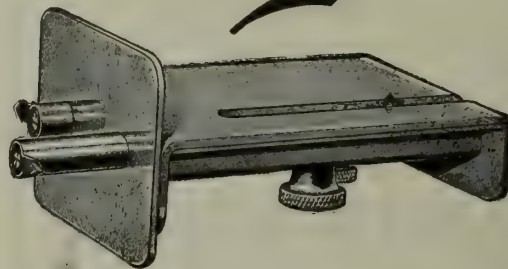
Has blue steel body, draw centre grate, deep fire pot and steel base strips. A low priced stove, attractively nickelled, and a first-class Heater.

Write for Prices

The Thos. Davidson Mfg. Co., Limited

MONTREAL, TORONTO and WINNIPEG

Goodell-Pratt's



BUTT GAUGE

This All Steel Gauge will find a ready sale wherever doors are hung. The tool is thoroughly well made, the Beams are graduated and the Marking Points carefully hardened. It is handsomely nickel-plated and polished.

Dealers should look carefully into the extra value offered in this tool before purchasing elsewhere.

GOODELL-PRATT COMPANY

Toolsmiths

**GREENFIELD, MASS.
U.S.A.**

METALLIC CEILINGS



"Boost Them, Mr. Hard-

ware Man, Boost Them."

Metallic Ceilings are fireproof and sanitary. They also increase the light in a room.

Why do tinsmiths prefer our ceilings?

"Boost Them."

Metallic Ceilings carry three separate profits—on the sale of the goods, on the erection and on the paint to recoat them.

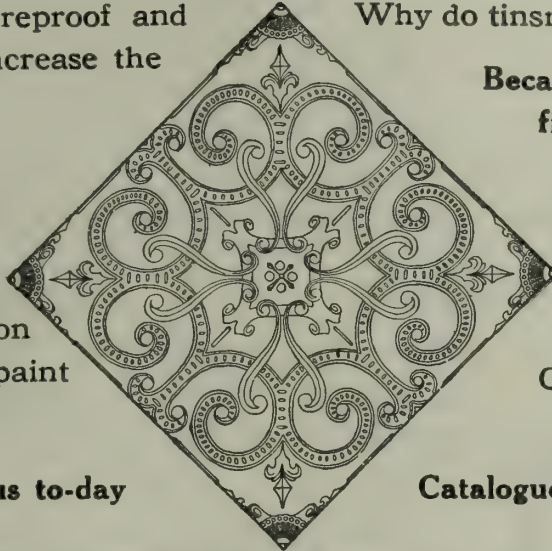
Because they are accurate fitting close jointed dead square

and a quicker, better job can therefore be done with them.

Get handling the right kind to-day.

Get in touch with us to-day

Catalogue and Samples on request



THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

(25)

When You Purchase PLASTERING TROWELS

REMEMBER "THE MARSHALLTOWN" IS THE ORIGINAL
OF ALL TEN-RIVET LONG MOUNTING TROWELS.

THEY ARE IMITATED BECAUSE
THEY ARE THE BEST

CATALOGUE ON
APPLICATION



Marshalltown Trowel Co.

MARSHALLTOWN, IOWA

U. S. A.

EVERY SPORTSMAN WANTS ONE



This 14-Candle Power Lamp projects a bright white light 150 feet on the darkest night and fills every lighting requirement for the Camper, Hunter, Angler and Trapper. The

BALDWIN CAMP LAMP

EVERY LAMP
GUARANTEED

weighs only 6 ounces—ready for use—4 inches high. Can be worn on cap or belt, leaving both hands free with rod, gun or knife.

OUR SEVEN MONTHS' ADVERTISING CAMPAIGN

from April to September inclusive for the past two years has put the Baldwin Camp Lamp before more than SIX MILLION READERS of the country's sixteen leading Sporting Goods Magazines.

WRITE FOR OUR 1912 SPECIAL SELLING PROPOSITION

WRITE
TO-DAY

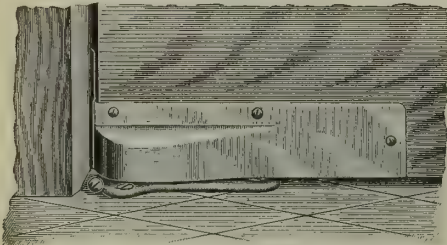
Every Sporting Goods and Hardware Dealer should know all about this Easy Selling Staple. Over 200,000 sold last year. What part of this profit did you get?

JOHN SIMMONS CO., 25 FRANKLIN STREET, NEW YORK CITY
311 BOARD OF TRADE BLDG., MONTREAL, CANADA

ASK US WHY

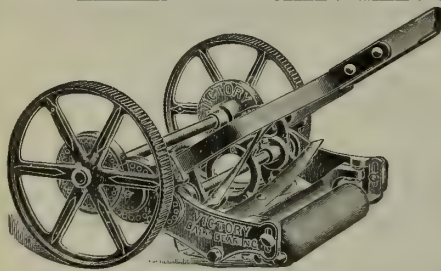
If you want to know more about "STANDARD"

DOUBLE ACTING SPRING FLOOR



HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

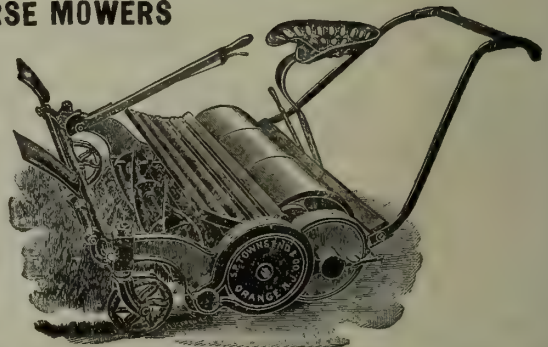


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.



Easy to grind as a watch to wind

PEERLESS FREEZER

Peerless Freezer
Sold Everywhere
Universally Successful

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.

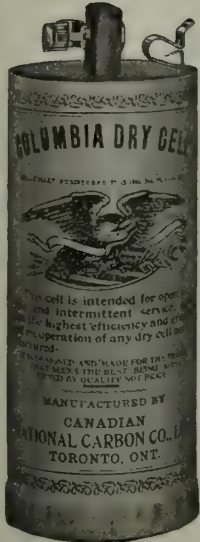


Dana
Food Chopper

Dana Mop Wringer
takes a woman
off her knees

THE DANA MFG. CO., CINCINNATI, O.

The High Quality of COLUMBIA DRY CELLS



has constantly been proved through their lengthy and satisfactory service. They are made of the best material, and by highly specialized machinery and expert workmen.

To make Columbia of greatest service to our customers we have made it from two formulas that produce somewhat different results.

COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self-winding clocks, electrical toys, wireless telegraph outfits, and numerous other things.

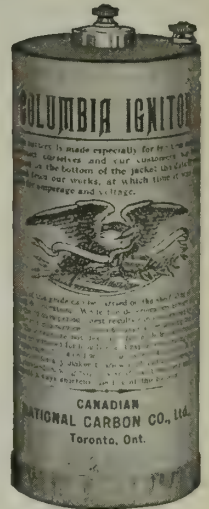
Its chief qualities are long shelf life, uniformity of service, and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes. When once used, these will be always used.

We are leaders as dry cell manufacturers and have the facilities for filling all orders promptly.

ADDRESS H.M.—11.

Canadian National Carbon Co., Ltd.
TORONTO, ONT.



This Catalogue should be in your files

IT represents quality, service and price that will be of benefit to you if you use any kind of Products milled from a bar of Iron, Steel or Brass.

CAP and Set Screws, Nuts, etc., as listed, are carried in complete stock at our factories and warehouses.

SPECIAL parts illustrated may suggest to you a saving on the particular product you use. Ask us about it. Parts are made to your samples or specifications reasonably and quickly.

THT NATIONAL-ACME MANUFACTURING CO.
MONTREAL, ST. ELIZABETH and G.T.R.

CLEVELAND, 7500 Stanton Ave.	CHICAGO, 549 Washington Blvd.
NEW YORK, 77 White St.	DETROIT, 1222 Majestic Bldg.
BOSTON, 141 Milk St.	ATLANTA, Candler Bldg.
Factories: Montreal, Cleveland.	Warehouses: New York, Chicago

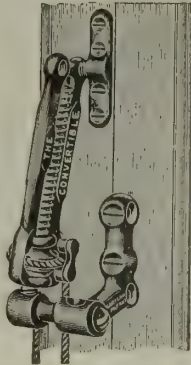
JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER



Simple

Effective

Compact

1796 IRON

$\frac{3}{8}$ screw 4/-
 $\frac{1}{2}$ " 6/6

1795 BRASS

$\frac{3}{8}$ screw 5/6
 $\frac{1}{2}$ " 8/6

1797 GUN METAL

$\frac{3}{8}$ screw 6/6
 $\frac{1}{2}$ " 10/6
each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable,
and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on
application to wholesale Hardware Merchants.

THE BEST CHEAP FENCE
ON THE MARKET IS

"MONARCH" WIRE FENCE



"MONARCH" Fence is made of the best
galvanized No. 9 Hard Steel Wire throughout,
and as it is made in fifteen sizes and suitable
for all purposes, you would find it a very easy
seller and money-maker. Note the simple
"MONARCH" Ring Lock—the best lock of its
kind in the world.

Now's the time to push Fencing hard.
Commence by writing us for Catalog
and prices.

The Owen Sound Wire Fence Co.,

Limited

OWEN SOUND,

ONTARIO

OLD
RELIABLE
HOUSE



MAKES
THE
VARIETY

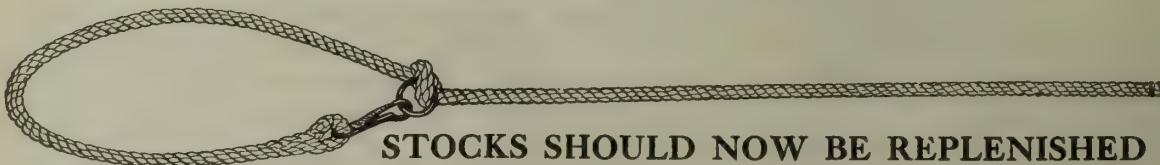
Consumers Cordage Co.,

LIMITED

MONTREAL, QUE.

HALIFAX, N.S.

Manufacturers of everything in Cordage, Twines,
Packings, Yarns and Tarred Goods



STOCKS SHOULD NOW BE REPLENISHED

JUTE

Snap Halters, Packings,
Twines.

RUSSIA

Halyards, Deep Sea Lines,
Packings, Twines.

SISAL

Snap Halters, Clothes Lines,
Baling Cords.

WELL ASSORTED STOCKS CARRIED AT BRANCHES AND AGENCIES:

F. H. Andrews & Son
Quebec, Que.

Consumers Cordage Co., Limited
22 Church St., Toronto, Ont.
and St. John, N.B.

Tees & Persse, Limited
Winnipeg, Regina, Calgary,
Edmonton, Moose Jaw, Saskatoon.

MacGowan & Co.
Vancouver, B.C.



We Announce
the issue of our illustrated
Catalogue
containing sellers in High
Class Silver-plated
Hollow-ware,
Casserole Goods,
Rogers & Bros'. Flatware
etc., etc.

If we do not have your name
on our books, drop us a line
and we shall send a copy im-
mediately.

ARTIST CANADIAN MAGAZINE

"SILVERWARE THAT SELLS"

Manufactured and Guaranteed by

Standard Silver Co., Limited

33-41 Hayter St., TORONTO

Attract Trade

by displaying our

Perfection Steel ANKLE SUPPORT

It is made from the
very best quality of
steel and is so devised
that by means of a
hinge and sliding at-
tachment the ankles
may bend forward or
backward but simply
cannot bend side-
ways.

This is the originator of
real comfort and pleasure
when skating and is sure
to sell at sight.

WRITE US AT ONCE.

**The Owen Sound
Steel Press Works**

Owen Sound, Ontario



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you
to write for our illustrated
Catalogues of Double and
Single Acting Force and Lift, Hand,
Windmill and Power Pumps; Hay, Stock,
Portable Platform, Union, Dairy and
Butcher Scales. Goods right and prices
are right.

The Aylmer Pump & Scale Co, Limited

AYLMER, : : ONTARIO

WESTERN REPRESENTATIVES:

The Ontario Wind Engine & Pump Co., Limited

WINNIPEG AND CALGARY



Phenix Hangers and Fasteners

Are live stock for the up-to-date dealer, because they solve the storm sash problem in the most natural and efficient way, and because house owners are becoming more and more to realize it.

You can retail the hanger at 10c. and the hangers and fasteners at 15c. and 25c. That's for one window in one house. Figure the number of windows in all your customers' houses, they are all prospects. Ask for particulars. Stock Phenix Hangers and Fasteners, push them, it pays.

PHENIX MANUFACTURING COMPANY
030 Center St., MILWAUKEE, WIS.

ALL CHANCE!



From the old-fashioned polishes and use

POLIVIT

The Lightning Silver Cleaner

No more wasted hours rubbing away with troublesome powders, pastes and brushes. Place Polivit in water with washing Soda, and the dirt flies from the silver to Polivit.

Write for pamphlets and prices

A. A. SHUTE,
FREDERICTON, N.B.
Sole agent for Canada
Be sure and stock Polivit



ARE YOU IN A HURRY ?

Then send us your orders for conductor pipe, elbows, eavetrough, valleys, ridge roll, ventilators, and corrugated iron.

Get our prices for Galvanized Iron Sheets.

WHEELER & BAIN

THE QUICK SHIPPERS

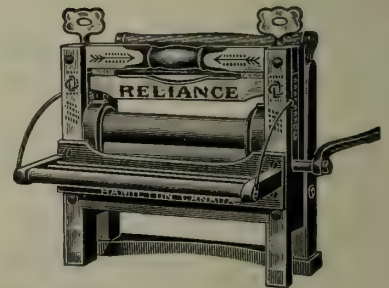
TORONTO

CANADA



The Real Thing in Household Labor-Savers

There has never been a time since Washing Machines and Clothes Wringers have been on the market that **NEW CENTURY WASHERS** and **ARROW BRAND CLOTHES WRINGERS** were not the Most Satisfactory Machines to Sell.



Repeat orders and increasing sales prove it.

Agents: W. L. Haldimand & Son, Montreal, Quebec
H. F. Moulden & Son, Winnipeg, Manitoba

Cummer-Dowswell, Ltd., Hamilton, Ont.



Salem



Kingston



Morrow



Turenne
ONTARIO



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH

"New Designs"

See Our 1911 Supplement

CANADA

THE YANKEE

(MADE IN ENGLAND)

Safety Razor

is excellently finished and correctly designed and assures the greatest comfort in shaving. It is equal in efficiency to the most expensive safety razor and sells at only \$2.50, at the same time allowing you a good profit on every sale.

The Yankee makes a most practical gift at any time as it is neat and compact and is guaranteed to give high satisfaction.



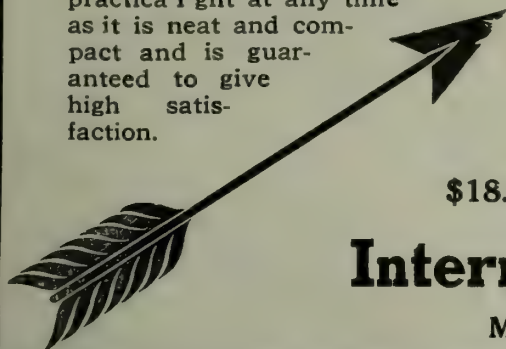
\$18.00 per doz.

Retail at \$2.50

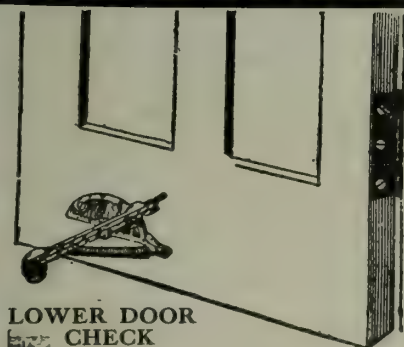
International Distributing Co.

MONTREAL,

CANADA



The "LE PAGE" Patent OIL DOOR CHECK and SPRING



LOWER DOOR
CHECK

is a marvel of simplicity and has a mechanical action that is perfect.

It is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

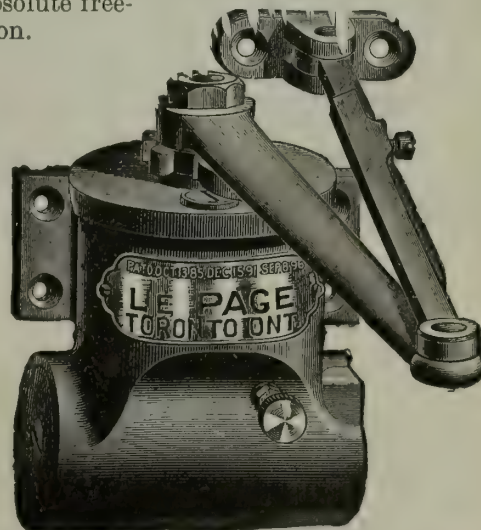
The door on which this device is used cannot slam, as the oil in the spring cup of the check forms a cushion, which keeps the door under perfect control and allows it to close quietly.

The spring tension is applied by means of the ratchet wheel on top; the checking power is controlled by the thumbscrew at the right.

The bearings are long and the spindle, with crank at lower end, is drop-forged from cold rolled steel.

Toronto public schools, Simpson's, Eaton's, etc., use this door check exclusively.

Write for circular and prices.

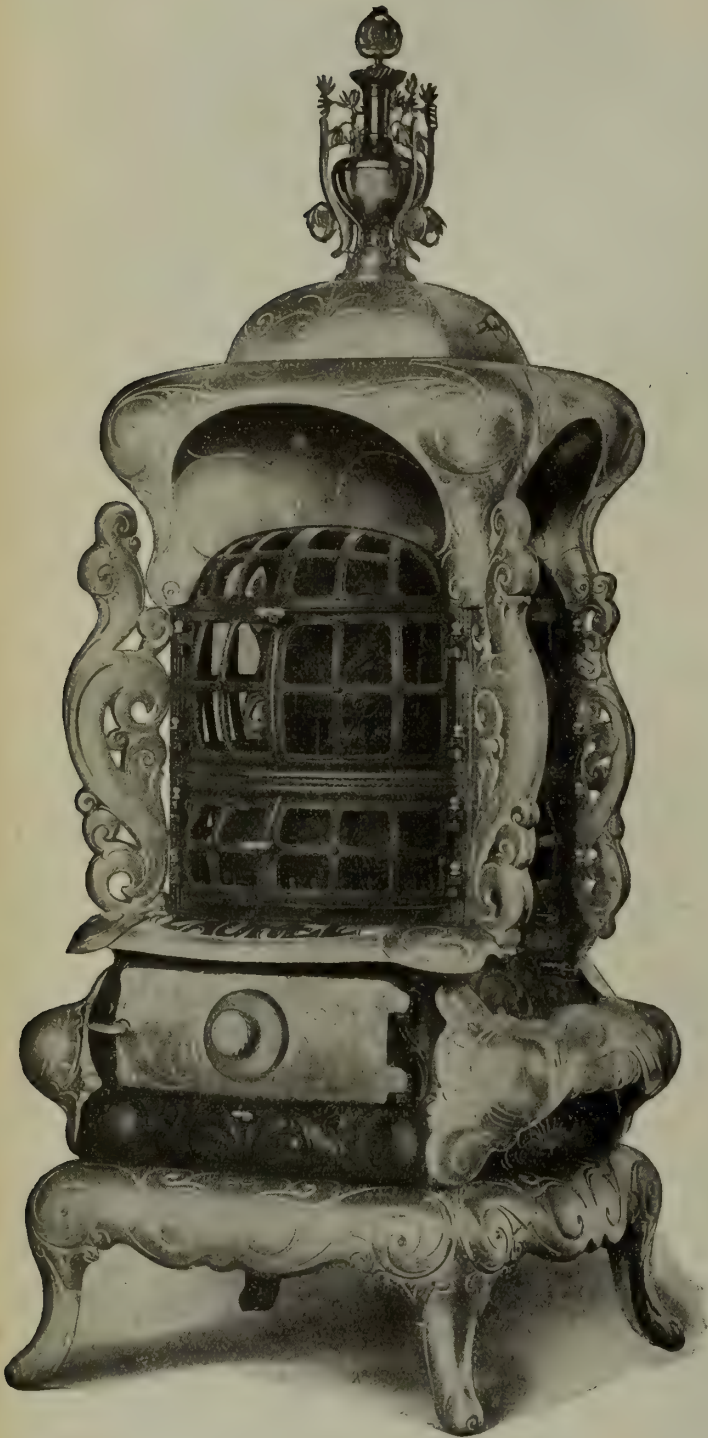


WM. KEATING

266 MACDONALD AVE.

TORONTO

The cold weather is just "setting in." There is going to be a big demand for efficient heaters in your locality. Are you ready to supply it? Are you selling a stove that will always stand out as a wise and judicious purchase, and remind the buyer that he got it from your store?



The Gurney-Oxford
Art Laurel will make
your customer a
regular buyer.

The Gurney Foundry Company, Limited

TORONTO
WINNIPEG

MONTREAL
CALGARY

HAMILTON
VANCOUVER



It is the housekeeper who usually does the buying, and the same lady always has the final "say" when it comes to stove buying. And there are two things that she must be satisfied on. Madam knows little about flues, heating surfaces, grates, etc., but her sense of art is well developed, and as soon as she sees the

Gurney-Oxford Art Laurel

she won't take her eyes off it.

The first glance tells her that it will lend an added charm and dignity to the home. The beautifully carved and nickel castings all help to keep her thinking. She pictures this heater in her parlor, and — the stove is half sold.

The next question is "Is it a good heater?" "Well, I should just say it is," you can say. Then you can explain how the flues are so arranged that the heat is not divided—has no sharp corners to turn, yet by an ingenious arrangement all the surface at bottom of stove is used as radiating surface. It is an exceptionally powerful floor heater—where the heat is needed.

There are many other points in this heater, such as the convenient dust damper; the extra powerful double heater attachment which will heat the room above; dampers are very easily operated, etc. It can also be supplied with an oven.

This is the leader of our heating stoves. From this one down, we have all styles and sizes, for all conceivable purposes, and at a variety of prices. If it's anything in this line, "Gurney-Oxford" can supply it. We have the largest assortment of heaters in Canada.

We want you to have our booklet of these stoves. May we send it? Let us know to-night by card.

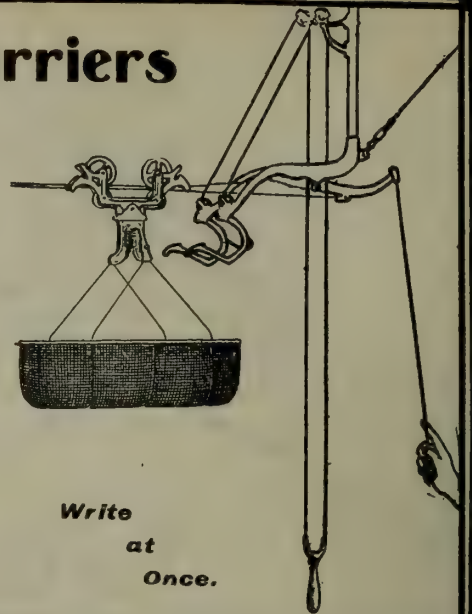
Our Up-to-date Package Carriers

GIVE MAXIMUM SERVICE TO EVERY USER

Besides being very convenient and economical, they give your store an up-to-date business appearance—an appearance that will help to draw high-class trade to your store.

They are well and strongly made and as the weight and strain are divided between two wires there is less liability to breakage of the wires than with single wire systems.

They work with greater ease and with more rapidity and occupy less space than any other make.



Write
at
Once.

HAMILTON BRASS MFG. CO., Limited, Hamilton Ont.

MONTREAL OFFICE—327 Craig St. W.

MORE AND MORE FREQUENTLY CANADA CEMENT IS BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS AND ARCHITECTS KEEP THESE FACTS IN MIND.

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw, Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.; Belleville, Ont.; Maribank, Ont.; Lakefield, Ont.; Hull, Que.; and Montreal, Que., gives us ample shipping facilities to ensure prompt delivery.

PRICE.

Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

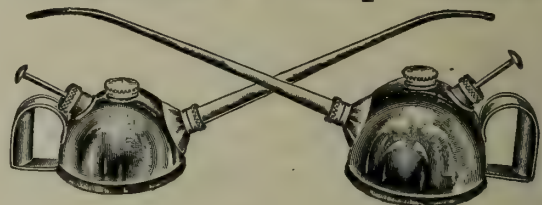
CONCRETE BLOCK MACHINERY.

By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

Howland's Pump Oilers



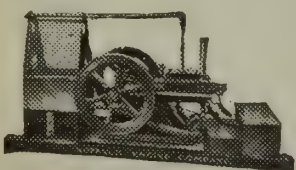
For sale by
all Jobbers
in Canada.

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.

Monmouth, Illinois, U.S.



\$99.00 for a **POWERFUL 40 H.P. BUFFALO ENGINE**

Water cooled. Write for circulars.

The C. H. Lepage Co., Limited, QUEBEC CITY, Canada

"We will never be buried with the unknown dead---we ADVERTISE. There's the whole thing in a nutshell --- we ADVERTISE; and therefore, we CAN'T be unknown."

The World's largest manufacturers of Pure Lamp Blacks

stand behind every pound of lamp black sold under the Bear Trade-mark shown on the accompanying illustration of label.

Less than nine years ago, this firm, *as a firm*, did not exist, although the men composing it have been many years in the lamp black trade.

Since that time we have been able to secure two-thirds of the entire lamp black business of North America.

Consistent good quality did it!

A recent addition to our plant, made necessary by the increasing confidence of the trade, makes our factory the largest of its kind in the world.

We manufacture all the Standard Grades of pure Lamp Black. Our product is sold by all reliable wholesale houses.



Wilckes Martin Wilckes Company

NEW YORK, N. Y.

U. S. A.

BELT PERFECTION



**"MAPLE LEAF"
BRAND**

**Stitched Cotton
Duck Belting
Makes Business**

TRADE COMES WITH CONFIDENCE. WHY?
Because "MAPLE LEAF" costs much less than leather, rubber or Balata belting, is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.



DOMINION BELTING CO.

LIMITED

HAMILTON

CANADA

GRAND RAPIDS

All-Steel Sash Pulleys

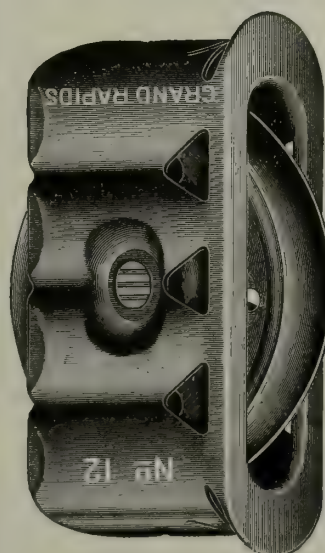
SAVE THEIR ENTIRE COST
IN

Labor, Freight, Screws, &c.

GRAND RAPIDS are the original—the STANDARD goods. Nearly every jobber in Canada and United States carries them in stock.

Write for samples and descriptive catalogues. We make thirty-seven styles.

Largest Sash Pulley makers in the world.



No. 12
GRAND RAPIDS

GRAND RAPIDS HARDWARE CO.

100 Eleventh Street, GRAND RAPIDS, MICH., U.S.A.

"BANNER" COLD BLAST LANTERNS



**First in
Workmanship**

On Account of the Experience
of the

Makers

**First in
Sales**

On Account of the Experience
of the

Buyers



The Ontario Lantern and Lamp Co., Limited

Head Office and Factory,

HAMILTON, ONT.

Montreal Branch, 30 St. Dizier St.

Winnipeg Branch, 56 Albert St.

The "PARKER" Improved Quick-Action Swivel Vise

is made of a special blending of steel and best iron, which adds materially to the life of the tool.

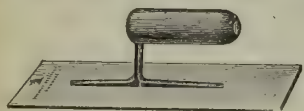
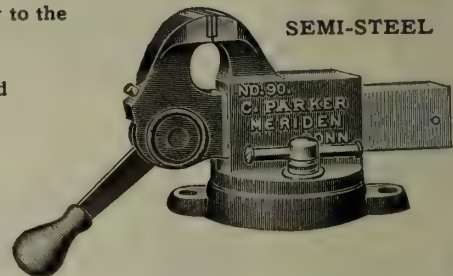
It is **efficient, quick-working and convenient.**

By one motion of either right or left hand any piece of work can be grasped with certainty.

Only high-grade workmen are employed in the manufacture of this vise, and all parts are interchangeable.

Write for our New Illustrated Catalog

The Charles Parker Co., Meriden, Conn., U.S.A.



KANGAROO BRAND TOOLS

celebrated the world over for strength, design and workmanship.

This Trade Mark on a tool is like the Hall Mark on silver---it is a guarantee of quality.

You will find Kangaroo tools a line well worth handling.

LISTS AND PRICES FROM,

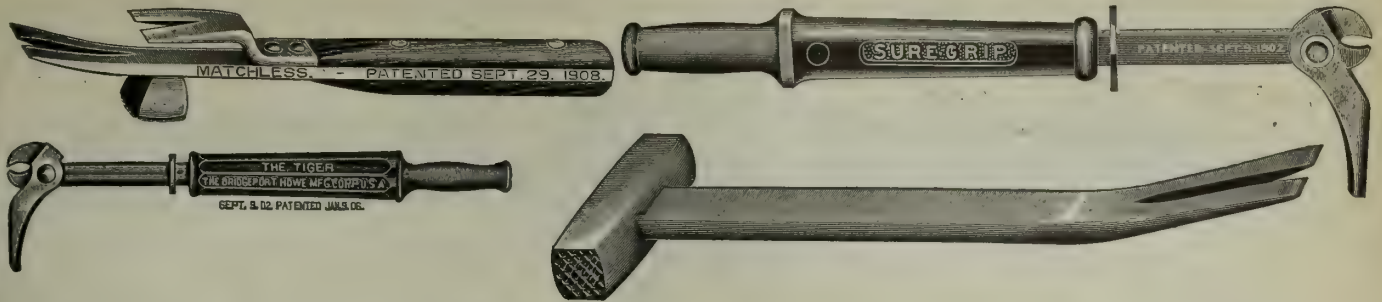
ROBERT SORBY & SONS, Ltd., Sheffield, England

OR

G. H. SAYWELL, Saskatoon,

(Agent for Saskatoon and District.)





Write us for CIRCULARS,
CATALOG,
PRICES.

The Bridgeport Hardware Mfg. Corp.
BRIDGEPORT, CONN., U.S.A.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

"BAILEY" IRON SPOKE SHAVES Nos. 51 to 65 are superior in style and finish to any on the market.

STANLEY RAZOR EDGE SPOKE SHAVES Nos. 72 to 85 are so called from the shape of the Cutter, which is Hollow Ground, giving a keen cutting edge. The adjustable front can be moved up or down and a coarse or fine shaving can be cut.

The STANLEY UNIVERSAL SPOKE SHAVE No. 67 has both Handles detachable so that either of them can be screwed into the socket on the top of the stock, thus allowing the Spoke Shave to be worked onto the corners, or panels, as no other spoke shave can do. They are supplied with both a straight and curved bottom.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



Our Brands
of
Shovels
are:—

LUNDY

PETERBORO'

DEMON

LUNDY SHOVELS

will appeal to Jobber and Dealer alike, because of their superiority in quality and finish; their greater smoothness of handle and finish of blade will surely please the customer.

We manufacture nothing but a WELDED SHOVEL because we are convinced of its superior strength and durability over all other shovels manufactured.

We can promise the *promptest shipments* to any point.

**Look for our Trade Mark
on every handle.**

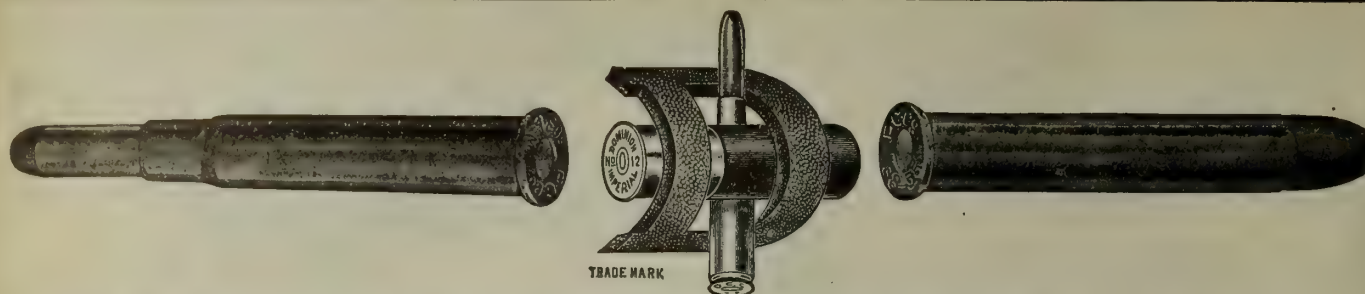
**THE LUNDY SHOVEL AND
TOOL COMPANY, LTD.,**

PETERBOROUGH,

ONTARIO



Write For Catalogue



BUY DOMINION CARTRIDGES

GUARANTEED

SHOOT TRUE AND KILL

Pay the maximum profits with less capital invested than imported, duty-bearing brands, and assure satisfied customers.

MADE IN CANADA

We absolutely guarantee every Cartridge manufactured by us and packed in boxes bearing the above trade mark, and we want you to guarantee them to your customer.

Every batch of New Dominion is most carefully tested, for accuracy and velocity, rigidly inspected, and neatly packed in attractive lithographed labelled boxes.

BEST ADVERTISED LINE ON THE MARKET.

Dominion Cartridge Company, Limited
MONTREAL, CANADA.

CUTLERY

FOR VARIETY the splendid range of goods we are now showing is without a rival in the market.

IN QUALITY it is equal to the best that can be produced.

Case Goods and Cutlery carried in Stock at Montreal.

SEND FOR ILLUSTRATED STOCK LIST

HENRY ROGERS, SONS & CO., Limited

(ESTABLISHED OVER A CENTURY)

WOLVERHAMPTON & SHEFFIELD

Canadian Branch:

6 St. Sacrament Street
MONTREAL



HRS & CO



HRS & CO

Hardwaremen Should Get More Christmas Trade

Most Dealers do Not get as Large a Share as the Nature of the Stock Carried Would Warrant Them in Expecting—Should go After the Business Hard—The Energetic Campaign Waged by Sutherland & Stelck, a Western Firm.

Does the hardwareman get as large a share of the Christmas trade as the nature of his stock would warrant him in expecting? Some do. But the number is comparatively very small.

This is due to the fact that in the past hardwaremen have made practically no effort to get much Christmas business. There are still many dealers who do not even go to the trouble of hanging a sprig of holly in their windows. Some openly decry the idea of trying for the trade of the holiday shoppers, asserting that the hardware business has nothing in common with that trade.

The idea is so obviously antiquated that it should be discarded without delay. Every hardware dealer carries a variety of goods which are unexcelled as Christmas presents—table cutlery, pocket knives, lamps, razors, skates, hockey sticks, sleighs, to name a few of the articles which come to mind. Every up-to-date dealer carries other lines which make a direct appeal to the shopper—cut glass, brass goods and silverware of various kinds. The hardware store is full, literally full, of numberless articles which would appeal to every class of Yuletide shopper. While not lacking the qualities that attract the attention and arrest the eye, these articles have two qualities, which should appeal irresistibly—they are useful and are certain to prove lasting. The day has passed when people object to

gifts of a practical nature. The more practical the gift, the more highly is it prized nowadays.

It should, therefore, be the aim of every hardwareman to see that he gets a bigger share than ever of the Christmas trade this year. It can be obtained by the adoption of energetic and suitable measures.

What One Firm Did.

There are many methods which can be adopted to bring the trade. One of the best campaigns waged last year was that of Sutherland & Stelck, Dauphin, Man.

In the first place, they put in a well assorted and complete stock. They tried to have in stock goods which would be suitable for every member of the family and in this they succeeded admirably.

The next step was to send out a circular. The wise dealer will depend almost entirely upon newspaper advertising as his publicity medium, but undoubtedly at the Christmas season, good results can be obtained by issuing circulars, calling attention to the stock of holiday articles carried. Sutherland & Stelck issued a very neat and effective circular, copies being sent to all householders in that section. This had a beneficial effect also, in inducing the public to do their shopping a little earlier than is the general custom.

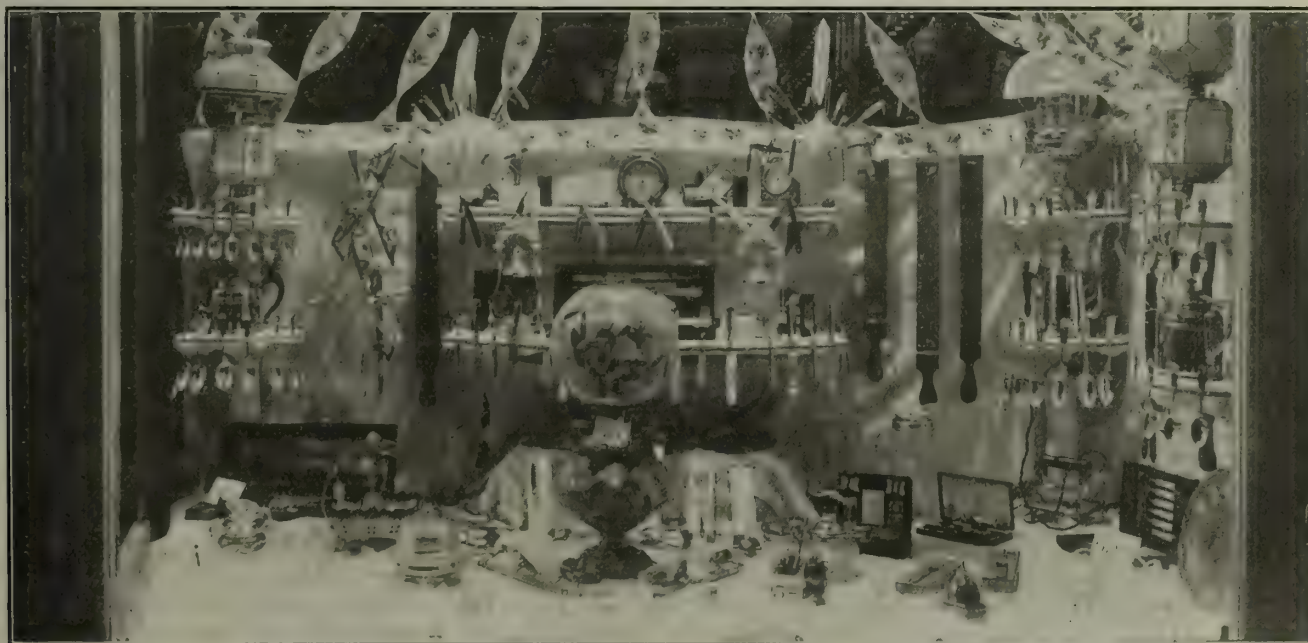
The next stage of the campaign was

the arrangement of holiday window displays. The firm had some very handsome displays during the month, one of which is shown. The picture reproduced shows only the lower part of the window, the photograph having unfortunately been damaged in the mails. The display was a peculiarly effective one and much business could be traced directly to its instrumentality.

Made Special Efforts.

Not content with the excellent campaign thus conducted along general lines, the firm also adopted special measures. It should be borne in mind that during the holiday season, the dealer has to contend with the keenest opposition that he meets during the whole of the year. Every tradesman more or less is out for a share of the Christmas business. Stocks are larger and are arranged with special care, bright window displays greet the eye on every hand, the newspapers are crammed full of gingery advertisements. The dealer who wants to get more out of the trade than his competitors has to outdo them in some respects. And to do so, generally, calls for considerable energy and ingenuity.

Sutherland & Stelck got out of the beaten rut by offering premiums. They gave free to every lady purchasing Christmas goods in the store an asbestos mat and to every gentleman a three foot folding boxwood rule.



An Effective Window Display in the Store of Sutherland & Stelck, Dauphin, Man.

Early Selection Encouraged.

Another point that they urged on customers was that shoppers could visit the store early in the season, pick out what they wanted, and have them laid aside by making a small deposit.

This is one of the strongest inducements that could be held out for people to shop early. The reason why many people leave off their shopping until the last moment is the desire to keep the nature of their gifts an absolute secret. Fearing that they would not be able to bring goods home early and keep the secret also, they wait until the last few days. By offering to store goods and deliver them just before the holiday, the dealer offers a strong inducement to get the shopping over with earlier; and so benefits himself, as well as the customer.

Go After the Trade.

Every dealer should make up his mind to conduct a thoroughly aggressive campaign this year. He will find that it will pay him in the fullest degree. The

results will not be limited to the Christmas season alone but, insomuch as new customers will be brought in touch with

the store, the effect will manifest itself in improved business right through the following year.

Talking Quality Has Brought Results

Dealers Declare People are Ready to Buy Good Goods Rather Than Cheap Goods—Must Be Made to See Advantages, That Is All—How the Education of the Public May Be Carried on.

Now that the high cost of living is being discussed on all sides it is cheering to be reminded that the style of living has gone up with the cost. People generally want better things to-day than they did some years ago, and they are willing to pay for them. This fact is helping the hardware men in their daily effort to sell good goods rather than cheap goods.

Beyond all doubt dealers are selling articles of higher quality now than they were a few years ago. And equally, without a doubt, purchasers are getting

better satisfaction. They pay out more money but they get more in return.

Evidently the elevation of the popular demand has not come all at once. Dealers have worked steadily to educate the public. What they have to say of their methods is exceedingly interesting, and full of suggestions to those who so far have been content to sell their customers only what they want, and not what they themselves know their customers might better have.

The Poorest Shall Be Last.

M. S. Madole, of Napanee, sells stoves in large quantities, and the one thing he has impressed upon all his salesmen is to talk quality. When a man comes in to the store to see the ranges, he is shown those of the highest class. Expense is not mentioned for a time, only the good features of the stoves are pointed out.

If the customer finally states that the range being exhibited is undoubtedly a good one, but a little too expensive, the salesman quietly urges the little difference that these few dollars mean when spread over the years which the stove will last. With this difference he compares the benefits.

Only when the purchaser has stated definitely that he wants a cheaper line is he taken to the other ranges.

This is not done so much because there is more profit in the high grade stoves, but because from experience Mr. Madole has come to believe they give the best satisfaction. A salesman can honestly advocate them. He can honestly advocate the cheaper grades too, but he cannot say they are quite as good as those ranges which cost more.

The End Achieved.

"This way of selling works finely," said Mr. Madole's head clerk. "You would be surprised to hear the number of high grade ranges we sell now. People are willing to pay a big price if they are made to see that this will be a saving in the long run."

Alf. Outram, of Port Hope, brings out one of the exceptions to the rule—one of the places where it is not wise to urge too strongly the purchase of expensive goods. "Take paint brushes," remarked Mr. Outram, "I sell a great many of

Christmas



Greeting

DEAR SIR AND MADAM:—

The festive Christmas Season is close at hand, and we therefore take this opportunity of drawing your attention to the fact that the Hardware Store is the very place to buy Christmas Gifts of the most useful and lasting kind.

We herewith quote below goods that are suitable for each one in the family, and a visit to our store will further convince you of these facts.

Cut Glass

Berry Bowls..... \$ 4.00

1847 Rodger Bros'. Silver Plated Ware

Teaspoons.....from \$2.50 per doz to \$8.00
Knives and Forks, set.....\$5.00 to \$25.00
Pie Knives, Fruit Knives, Sugar Shells,
Butter Knives, Cake Forks, Cold Meat
Forks.....from 75c to \$3.00
Butter dishes.....from \$2.50 to \$6.00
Pickle Cruets.....from 75c to \$3.50
Sugar Bowls.....from \$1.25 to \$4.00
Cake Baskets.....from \$5.00 to \$8.00
Bread Trays.....from \$2.50 to \$4.00

Nickle-Plated Ware

Tea and Coffee Pots.....from 75c to \$2.50
Crumb Trays.....from 50c to \$1.25
Tea Trays.....from 35c to 75c

Fancy Lamps

Stand and Parlor.....from \$2.25 to \$6.00
Electric Stand Lamps (Mission Finish).....\$4.50
Boys' Lanterns.....40c

Cutlery

Carver in Case.....from 75c to \$13.00
Bread Knives.....from 50c to \$3.00
Pocket Knives.....from 10c to \$2.00

Safety Razors

Gillett.....\$3.00
Ever Ready.....\$1.25
Auto Strip.....\$3.00

Boker's Razors

Edelweiss.....\$2.25
King Cutter.....\$1.75
Other makes.....from \$1.25 to \$2.00

Shaving Brushes

Fine Assortment of the very Best Quality
from 25c to 60c

Shaving Strops

from 35c to \$2.25

Shaving Stick

* Colgate & Williams (special).....25c

Asbestos Sad Irons

\$2.50

Electric Irons

\$6.00

Hand Sleighs

from 50c to \$1.25

Skates

Hockey Sticks Pucks

To the Ladies purchasing Christmas Goods at our store we will give free (an asbestos mat.).

To the Gentlemen, we give a THREE FOOT FOLDING BOX WOOD RULE.
Come and view our Stock of Holiday Goods, we will keep your selection until wanted by making a deposit.

Wishing you a Happy Christmas and a Bright and Prosperous New Year.

SUTHERLAND & STELCK

118 Main.

PHONE 56

Circular Issued by Sutherland & Stelck Early in Christmas Season.

them, but I do not attempt to sell expensive ones to every person. Some pay a high price for a brush; use it on the one little job; then put the brush away. The next year it is stiff and absolutely no good. For a man who paints a lot—who knows how to care for a brush—there is value in the expensive article, but not for the man who paints but little."

Higher Quality All Around.

This is only one line. The demand for cheap goods can be understood here. It does not appeal to any one as wise to pay 60 cents for a brush to use with a

25-cent tin of varnish. But generally speaking people want a good article. "Why," said Mr. W. W. Bennett, of Gananoque, "I am selling more good razor strops now than I ever did. The call used to be for those costing 50 cents, but now men buy a better line—strops costing \$1.25 and \$1.50."

For this quality demand the dealers must give some credit to general conditions, but in no small measure they have themselves to thank. By educational displays, by sensible salesmanship, by downright honesty, they have led their customers to see that in 90 cases out of 100 the best is the cheapest.

Interesting Developments in the Cutlery Trade

Prices in Some Lines Have Been Advanced—Labor is Scarce in Sheffield and Higher Wages Have to be Paid—Strikes in Germany Have Delayed Shipment—Supplies are Said to be Light in This Country.

Toronto, Nov. 3.—During the past week the situation with reference to the price of cutlery has come to a head, and advances have been announced in quite a number of lines. While some makers have not yet put an increased scale into effect, the tendency seems to be toward higher quotations. The increases vary according to the style and quality of the goods, but these probably average around five per cent. This development was predicted in *Hardware and Metal* some weeks ago.

Local wholesalers agree that the upward tendency in cutlery quotations has been inevitable, in view of conditions in European manufacturing centres. T. B. Lee, hardware wholesaler, who is probably as well posted on the question as any man in this country, and who, in addition, has had the advantage of visiting Europe this summer, where he was able to study the conditions himself, stated to a representative of *Hardware and Metal* to-day, that the increased cost of labor was the primary cause for the advance. The Sheffield cutlers are finding it hard to secure enough competent men to keep their works running fully manned, and the scale of wages has very naturally advanced.

"This applies particularly to the pocket knife trade," explained Mr. Lee. "You must understand, that the manufacture of knives calls for a high degree of skill. A man cannot step into the trade and become a skilled workman in a few months' time. He has to learn the business right from the ground up to become thoroughly competent. The present difficulty in securing help is, therefore, a serious matter with the cutlers."

"Another phase of the situation as regards help," he continued, "is the fact that cutlery calls for hand production. Each piece must be finished separately and by hand. Cutlery cannot, like other things, be turned out wholesale by machines."

Supplies are Short.

As an additional reason for the increases, which have been announced here in some lines, supplies are light. Local jobbers state that shipments are very slow at present, and that they are finding some difficulty in getting their orders filled. This is another result of the difficulty that the manufacturers are finding in getting sufficient help.

German Labor Troubles.

Shipments of cutlery from Germany have been delayed by reason of labor troubles in that country. Strikes have been occurring during the past few months, which have resulted in tying up the factories, and some cutlery manufacturers are many weeks behind with their orders.

Trade Good Here.

Trade in cutlery is particularly brisk at the present time. The jobbers report a good demand, particularly for the best grade of goods. Hardware dealers are going more into cutlery than ever before.

It is not at all probable that the advances will have any effect on the demand. The increase in no case is large enough to materially affect trade.

Wesley Jeffery will resume work in W. B. Shannon & Co.'s hardware store, Viscount, Sask.

Twenty Years Ago In the Canadian Hardware Trade

The following items are culled from *Hardware and Metal*, issue of November 7, 1891:

"The James Smart Manufacturing Co., Brockville, shipped a carload of stoves to the Northwest last week."

Editor's note.—The development of the stove business in the Canadian West has been nothing short of wonderful. While twenty years ago the shipment of a carload of stoves to the west in a single week was a matter of comment, it would be considered small business in these days, especially in November.

• •

"The Brantford Cordage Co. has changed hands, having been purchased by the Consumers' Cordage Co. of Montreal. The price paid is understood to have been \$150,000.

• • •

"The James Stewart Manufacturing Co. is calling for tenders for the erection of a factory in Woodstock. Plans and specifications may be seen at the office of James Stewart & Co., Hamilton."

Editor's note.—The James Stewart Manufacturing Co. have long since been considered an institution, in Woodstock, where their stove foundry ranks among the leading industries of the city.

ORGANIZE HOCKEY CLUB.

Montreal, Nov. 1.—Being anxious to make a good showing in the Wholesale Hardware Hockey League, this winter, players and those interested in the game at Lewis Brothers, met last night to organize their club. All were enthusiastic. Ralph H. Dawson, who was prevailed upon to take the management of the team, being assured that he could count upon the hearty support of all.

The following officers were elected:—Hon. Presidents, F. Orr Lewis, and James G. Lewis.

Hon. Vice-Presidents, Cortlandt M. Strange, Howard Lewis and William J. Lewis.

President, Geo. E. Chaffee.

Secretary Treasurer, James Bodel.

Manager, Ralph H. Dawson.

The captain will be chosen by the players after practice starts.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain, 8s 6d; elsewhere 12s

PUBLISHED EVERY SATURDAY.

STORE ILLUMINATION IS IMPORTANT.

From now until early in the year business will be carried on during a large part of the day by artificial light. Especially during the Christmas rush, probably the majority of the goods will be sold during the long evenings.

Such being the case, the hardwareman must see that his store is well lighted, or he will find that much of the Christmas business he should be getting is going to stores whose goods are shown off to better advantage, because of a modern lighting system. And in this connection it should be remembered that a light which most closely approximates natural daylight is the best for purposes of retailing.

There are many localities where electric light and gas are not available, especially in the newer districts. Dealers in these places may think that it is hopeless to expect adequate illumination of their stores. If so, they are not keeping abreast of recent developments in this line. Several lighting systems are now on the market, designed to fill this very want. The principle on which they are operated, vary according to the system, but it is a fact that any hardwareman who desires to improve the lighting of his store can have an independent system installed which will adequately illuminate his store, at comparatively small cost.

Even in towns where electricity is used these systems are to be found, on account of their low cost of operation. Thus it may be seen that the hardwareman situated in a remote district, far from modern conveniences, still has an opportunity to illuminate his store to as good advantage as his city cousin.

There has also been a marked advance in electric lighting for stores. The coming of the Tungsten lamp has solved the problem of efficient and economical lighting service for stores, and the majority of new stores recently erected in the larger towns have been equipped with Tungstens. They give a bright light, and by being hung close to the ceiling they illuminate the walls as well as the counters and floors.

With the Christmas shopping season almost at hand, it is high time for the hardwareman to decide whether he will make his store an attractive place for late afternoon and evening shopping by having it properly lighted.

SCARCITY OF WINDOW GLASS.

Window Glass in Canada is an exceedingly scarce commodity at the present time. This is the result of three prime causes.

First, the Window Glass Manufacturers in Europe seeing the enormous success which the Plate Glass Manufacturers made by forming an Association called the Syndicate, after years of excessive competition, finally in the early part of the present year, formed themselves into a body known as the "Mutuality." This Mutuality not only undertook to regulate the prices for the various countries of the world (excluding the U.S.) but also undertook to limit the output.

The second cause to effect the situation is that Japan, which is a very large consumer of window glass undertook, in 1910, to put a high tariff on window glass to stimulate home manufacturing. For about six months subsequent to this action, the Japanese were not purchasers of continental glass. Suddenly, however, in the summer of the present year, they placed enormous orders in Europe for immediate shipment, as it was seen that the window glass manufacturing capacity in Japan could not commence to take care of the home trade.

The third cause to effect the situation was the intense heat of the past summer. It has been said that no such heat in Europe prior to this summer can be recalled to the memory of any living man. In consequence, the window glass production was tremendously restricted.

These three causes combined have had so serious an effect upon the Canadian window glass market that jobbers who placed their orders in December and January of last winter have yet to receive their glass, and many retail hardware dealers throughout the Province of Ontario have not yet had their spring imports. In the North-West Provinces where the bulk of the window glass is handled by the sash and door trade, their imports similarly have not been received. These two trades, therefore, have been obliged to rely solely upon the stocks of the jobbers, and the jobbers have not been in a position to relieve the situation.

As if to prove the adage that "trouble never comes singly," the late Government at Ottawa, shortly before its expiry, for some reason unknown to the importing trade, undertook to assess duties, not on the purchase price, but on certain arbitrary discounts which they fixed as being the true and proper prices on which duty should be paid. Immediately the Montreal, Toronto and Winnipeg jobbers entered a strong protest, but received neither a sympathetic hearing nor a fair explanation. As Belgium, from which most of the Canadian glass comes, is a free trade country in glass, and exports over 95 per cent. of its manufactured product, and as Canada does not manufacture any window glass whatever, the question of the "Anti-dumping clause" is not applicable.

Whatever the real reason was, it had the effect of increasing the duties over the old rates on 4ths 16 oz. glass from 30 to 45 per cent. The increase in duties over the old duties on 3rds. 16 oz. glass is from 33 to 52 per cent., and on 21 oz. glass there is an enormous increase over the old duties of 47 per cent. minimum to 74 per cent. maximum. These excessive increases have necessitated a further increase by the jobbers on their glass from stock. The present selling prices have not commenced to equalize the foreign costs and increased duties, so that further large increases in the Canadian selling price must come into effect very shortly.

Whatever the future outcome as to the duties may be, there is no question but what the European manufacturers having had so many bad years are now being banded together in an extremely powerful association, and it will be a long time before window glass can be sold as cheaply in Canada as it is and has been sold at in 1911.

INCREASES THAT BRING A DECLINE.

Turpentine, unreliable, unaccountable turpentine, is now exemplifying one of the tendencies of modern business life—one of the cheering tendencies—the tendency of a rise in price to react on itself and bring about a decline.

Turpentine was high some time ago. It was so high that manufacturers who had used it found that they would have to increase the cost of their finished product or get a substitute. They chose the lesser of the two evils, and looked about for the substitute. And they got it, one which filled the need better than they had expected possible, so they did not buy turpentine at the increased price.

When production continues and demand diminishes, a flooded market is bound to result. The turpentine market shows signs now of such a swollen condition, and prices, as a result, are already beginning to drop.

Quite similar is the position with linseed oil. Its dearness drove makers of the cheaper brands of paint to seek substitutes. They, too, were at least partially successful, and now it is doubted if they will return to the use of linseed until it reaches well nigh as low a price level as the substitute.

It would seem a dangerous thing to jump prices these days. The old times, when manufacturers wanted one thing and one thing only to make a certain product, are gone. What many of them search for now is something which will enable them to turn out a good product at the lowest possible price. So, when the price of one raw material advances largely, a substitute is sought. And the substitute, strangely enough, often ends by supplanting the original article.

CARELESSNESS IN ADVERTISING.

Two advertisements, clipped from Canadian newspapers during the last few days, have come to the attention of the writer. One is dated October 25, and reads:

"These spring days bring joy and cheerfulness.

You can also add to the work of nature by decorating your home with a fresh coat of ——— paint, etc., etc."

The second one is dated October 20, and reads in this wise:

"If you contemplate camping out this summer, now is the time for you to place your order for a tent. We have now on exhibition at our store a sail silk tent, etc., etc."

These clippings contribute to the humorous side of advertising. With fall winds blowing, a man requires to be somewhat of a humorist to refer to "these spring days"—or else a very careless advertiser. We opine that the suggestion of camping in a sail silk tent after Oct. 20 is more likely to create apprehensive shivers on the part of readers of the second ad. than an all-absorbing desire to acquire one of the silk tents and get back to nature.

There is, of course, only one explanation for these rather remarkable advertisements. The one was first used in the spring, and the other was written when tents were seasonable and camping popular; and neither one has been changed since. The hardwareman who uses his advertising space in this way is not only throwing away his money, but leaving himself open to the ridicule of his customers.

CHARTER SECURED.

Despite strenuous opposition from numbers of the sanitary branch of the civil engineers, the master plumbers of Ontario have been granted a provincial charter,

incorporating them as the Society of Domestic Sanitary and Heating Engineers of Ontario. It is the intention of the members of the new body to discard the name "plumber," which no longer describes the calling. An effort will be made to put the trade on a higher plane and, as a means of raising the standard of work done, all members will be called upon to pass an examination.

KEEP AFTER COLLECTIONS.

An Ontario hardwareman states that he has been converted to the wisdom of "keeping everlastingly at" collections. His methods in the past had been a little careless and disjointed, and the results quite in keeping. He was always too busy to pay much attention to collections. This fall a financial stringency threatened and he went over his books to see how much money was outstanding. The amount that was owing to him proved a revelation. He was astounded at the total. Careful calculation showed him that a large percentage of the accounts were with farming customers, and, acting on the knowledge that crops this year had been good, he decided to go after that money strong. Circular letters were sent out, and the proprietor did some energetic personal "dunning." The returns from this campaign were almost as astounding as the results of the investigation into the books. Over two thousand dollars were taken in, after less than a month's work, and the proprietor was able to make all his payments and have a little left over to boot. He is now hammering away at the rest of the accounts and expects to get the bulk of them collected before Christmas.

The moral of this little incident is obvious. No hardware dealer can afford to neglect collections. The success of a credit business depends on this as much as on anything else. Skill in salesmanship is a splendid asset, but what boots it, if it is not backed up by persistency in collection? The fall is essentially the time for collections. People have more ready money then than at other times, and are more amenable to the demands of a polite "dun."

POINTED EDITORIALS.

Coal is not, strictly speaking, a regular branch of the hardware trade, but it can be made a highly profitable one.

. . .

No ambitious window dresser should neglect to enter Hardware and Metal's Christmas window competition. The terms are particularly inviting.

. . .

There is a bigger share of the Christmas trade within reaching distance of every hardwareman. Some dealers are too indifferent to reach out and grasp it.

. . .

Six burglaries have occurred within the last three weeks, and in every case the clandestine visitors picked on hardware stores as the scene of their operations. The yegg fraternity seem to think that hardwaremen have been enjoying prosperity of late.

. . .

Here is one definition of true salesmanship: The art of selling a man something he did not want before he came into the store, but which he will continue to want long after making the purchase.

. . .

Luckily for the merchant in Ontario, the elections will be over before the final stages of the Christmas trade are reached. The date of the elections is set too late in the month, however, to suit the merchant.

Advertising is Essential to Christmas Business

Shoppers Search Advertisements for Gift Ideas—Laying Out Campaign in Advance—Make List of Articles Suitable for Christmas Gifts—Some Practical Thoughts on Preparing Holiday Ads.

There is one time of the year when, to every newspaper reader, the advertising columns are the most interesting in the whole sheet. That is at Christmas time, when people are racking their brains for gift ideas. The advertisements are, for the most part, devoted largely to Christmas suggestions, and they are eagerly scanned by those who find it difficult to make selections suitable for all their friends, and, at the same time, come within the means at their disposal.

When Should the Advertising Commence?

How soon should hardwaremen commence to advertise Christmas goods? That question is answered by dealers who have worked up a satisfactory holiday trade, and who say that it is not too early to launch the campaign early in November.

It is more important for hardwaremen than for most other retailers to advertise Christmas goods early. The reason is that until very recently the hardware store was not looked upon with very great favor by Yule-tide shoppers. Even yet, although dozens of up-to-date hardwaremen are making a big feature of this trade, there are hundreds who really haven't fully awakened to its possibilities. Needless to say, their stores are not seriously considered by those who are looking for gifts.

There is no better way to overcome this apathy on the part of the public than to educate them by means of newspaper advertising to the legitimate claims that the hardware store has upon Christmas buyers. If, then, there is a dealer who in previous seasons has done only a negligible trade in holiday gifts, it behooves him to get at it early this year, and so make an impression upon the buying public before they have made up their minds to patronize some other store.

Some dealers even commence their Christmas advertising actually before the arrival of their holiday goods. In order to get people interested in their store as a centre of Christmas activities, they announce early in November that they will stock a variety of tasteful and practical articles for Christmas gifts. This gets the public thinking of the store in connection with their prospective purchases. Later on, when the goods arrive, they make a window display of a representative selection, and in their advertisement call attention to this display.

Making Definite Suggestions.

Once the stock is in shape, it is time to make the Christmas advertising more definite. Instead of telling the people that his store is headquarters for Christmas presents, the hardwareman should then utilize his newspaper space for giving information regarding specific articles.

The advertising for the four or five weeks prior to Christmas should all be of this kind. Moreover, it should be so planned in advance that the copy will practically cover the whole list of Christmas goods kept in the hardware store, while those that are worthy of special emphasis should be brought to notice several times.

In making plans for the lines to be advertised in this way, it will make a considerable difference whether the dealer uses a daily or a weekly paper for his advertisements. If there is a daily in his town, he will have six times as many opportunities of boosting his holiday trade as he would if he had only a weekly available. The difference in plan will come largely in the number of separate items which could be emphasized in the Christmas ads., and the number of times they could be mentioned.

A List of Christmas Goods.

The first requisite in successfully planning a campaign of individual suggestions will be to prepare a list of the many different articles the hardwareman has to offer for gift purposes. When this list is completed, it may be classified according to the suitability of the gifts for different classes of people. There will be some articles especially suited for the father, the mother, brother or sister; and remembrances for somebody else's brother or somebody else's sister.

A list of this description will be valuable in two ways. In the first place, it may be used in an advertisement of a general nature, such as that of Dakin Bros., Digby, N.S., which is reproduced on the opposite page. This advertisement is simply a list of suggestions which would be a good idea for either the opening or closing advertisement of the Christmas series. Probably it would be most effective just before the last shopping day, when nearly everybody still has a few gifts to purchase, and is quite devoid of further ideas. It would be a hard person to suit who could not make a selection from this complete list.

Another use to which this list might be put, would be in planning the indi-

vidual articles which would be described, illustrated and priced, in the various advertisements of the series. By this "series," we mean the advertisements which would appear from the time the Christmas goods were on display until the close of the shopping season.

The advertisement of W. A. Rankin, Ottawa, reproduced on the opposite page, is a good sample of the type referred to. It features a wide range of goods all of which would make suitable gifts. Each article, too, receives more than passing notice, many of them being illustrated. For fear some gifts that might attract buyers have been overlooked, a special panel is inserted containing a bare list of other goods in the gift class. Thus, to a certain extent, this advertisement combines the advantages of the two classes we have been speaking of—the list of suggestions and the ad that emphasizes a few important items.

About Price Quoting

There may be some discussion as to whether or not it is advisable to quote prices in a Christmas advertisement. The only argument against the practice is that it is not pleasant to make a gift to someone who has learned from advertisements the cost of the article.

This does not seem to be sound argument. Everyone knows the cost of every automobile on the market, or, if not, he can easily find out by consulting the advertising pages of the magazines. Yet nobody would object to accepting an automobile as a Christmas gift, even if it cost a thousand dollars less than some other cars.

On the other hand, most people have only a certain amount to spend on Christmas gifts, and if they knew before making any purchases the exact price at which certain articles were sold by the hardware merchant, they would probably make some selections from the list even without seeing the goods. Certainly they would be more likely to visit the store during their shopping tours than if their attention had not been called to the values they could secure in the hardware store.

It is in this respect that the advertisement of T. McAvity & Sons rather falls down. The copy is surrounded by cuts of peculiarly Christmas goods, and the effectiveness of these cuts, and of the ad. as a whole, would be greatly increased if a price were quoted under each article. It would no doubt save the time of the store staff as well, because buyers would have more nearly made up their minds before entering the store.

1910 - Christmas Suggestions - 1910

See how delightfully we can help you have

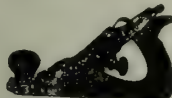
A MERRY CHRISTMAS

Read the following list over carefully. Here we will endeavor to show you what a complete stock of Christmas gifts we have for you. You will enjoy perusing these suggestions carefully.

Something for the Mechanic

Automatic Drills
\$1.00-\$1.25
\$1.75-\$2.00
Ratchet Screw Drivers
60c.-75c. \$1.75, \$2.00
Hand Drills
\$1.25-\$1.75

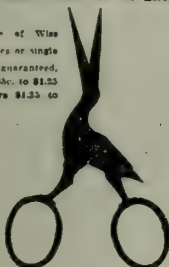
Stanley Planes



7 in. to \$4.50

Here is an Ideal Present for the Girls

A nice line of Wrist
Shocks in cases or single
every pair guaranteed,
- each pair 25c. to \$1.25
- 14-16 inches \$1.25 to
\$2.00.



Straps for the Kiddles for the Boys and the
Girls, from 25c. to \$3.00 each.

A FEW GIFTS

That Will be Appreciated.

Electric Irons, a very useful gift. B. and M.
make, \$2.50 and \$3.00.

Asbestos Sad Irons



\$1.25 per Set.

Nickel Plated Copper Tea Kettles

80c. to \$2.00

Coffee Pots and Tea Pots,
Nickel Plated, 75c. to \$4.00.

Carvers

All best quality Sheffield steel
cased or uncased from 75c. to
\$2.50.

Silver and Table Cutlery

Our line of Table Cutlery is the
best we have ever shown.
Rogers 1847 Knives and Forks.
Standard Quality Knives and
Forks, 12 and 16 wkt. Knives and
Forks. Spoons, Sugar Shells,
Butter Knives and Fruit Knives
from 15 cents up. No difficulty
to choose.

SKATES

For Ladies, Gentlemen, Boys and Girls. Beauti-
fully Finished High Grade Skates.

Ladies' Skates—
Crown Prince.....\$2.00
Auto.....\$2.50
Montreal Hockey.....\$2.50
Beauty.....\$2.75

Gent's Skates—
Tubus.....\$4.00
Auto.....\$5.00 to \$6.00
Montreal Hockey.....\$6.00
Beauty.....\$6.00

Dominion.....\$1.50
Hockey King.....\$2.00
Lans.....\$2.00

HOCKEY STICKS

of the best quality—Expert, Amateur, Miniature.
Built up Goal Sticks, Defense Sticks, Forward
Sticks, 10c. to 75c.
Graphs, Ankles Supports and Pucks.

Look Over This List
It May Help You

Aluminum Ware
Baking Pans
Bread Makers
Carpet Sweepers
Carving Sets
Clothes Hangers
Coffee Mills
Coffee Pots
Combination Mugs
- size Teas.
Corn Poppers
Dog Collars
Door Mats
Electric Irons
- Tourists
Enamelware
Fishing Rods
Food Choppers
Fruit Knives
Gas Toasters
Knives and Forks
Meat Choppers.
Nickle Plated
- Kettles.
Nuts Crackers
Oil Heaters
Pocket Knives
Razors
Razor Boxes
- Strops.
Sad Irons
Safety Razors
Scissors
Shaving Mugs
Silverware
Sledges
Snow Shovels
Spoons
Thermometers
Tools of all kinds
Trimmer Hangers
Washing Machines
Wringers.

MITRE BOXES



and Saw \$1.25 and \$1.50.

ATKINS HAND SAWS



\$5.00 a pair. This would make a splendid present

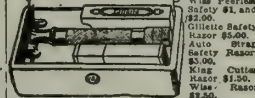
Give Him

a

Safety

for

Christmas



A full line of Shaving Mugs, Soaps, Strope and
Brushes from 25c. up.
Fine Pocket Cutlery in Pearl, Bone and Stag
handles. Sheffield and German makes from 25c.
to \$2.00.

The Housewife will

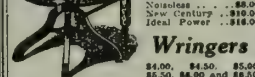
appreciate one of these

Cummer-Dowse II

Wringers or

Washing

Machines



Perkins.....\$5.00
Snowball.....\$5.00
Noiden.....\$5.00
Saw Century.....\$10.00
Ideal Power.....\$10.00

Wringers

\$5.00, \$4.50, \$5.00,
\$6.50, \$4.00 and \$2.50.

BISSELL'S The Perfect Carpet Sweeper

One of the most useful things in a house,
especially during the Christmas season, is a

FOOD CHOPPER

Gem Food Choppers.....\$1.00
The Universal.....\$1.25

We also carry a full line of kitchen utensils,
including Collanders, Dishpans, Roastpans, Strain-
ers, Piespans, Cake and Pie Plates, Fruit Cakes,
Tins, Baking Dishes, Jelly Moulds, and many
others too numerous to mention.

Open Evenings from Dec. 19 Till Xmas. See Our Windows.

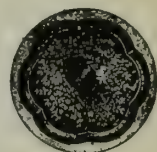
W. A. RANKIN, 410-412 Bank Street

PHONE 1024.

Corner Florence

A Splendid Idea in Christmas Advertising.

For CHRISTMAS 1910



Why Not Buy Useful Gifts?

Why buy useless trinkets which soon go out of the receivers memory
to the list given below are presents useful and ornamental which will be
appreciated by everybody.

WHY NOT BUY

Your Wife

A set of N. P. Potts' Irons
A piece of Princess Ware
A pair of Scissors, 25 to 75c
A Bread Mixer, \$2.00 and \$2.50
A Winger
A Cramb Tray and Brush
A Bissell's Sweeper, \$2.75
A Range or Cook Stove, \$14. to \$30
A Blue Flame Oilstove, \$2.50

Your Husband

A Pocket Knife, 10c. to \$1.50
A pair Pocket Scissors
A pair Folding Scissors
A Shaving Brush, 25c. to 50c
A Carving set, \$1.50 to \$1.75
A Hand Saw, 25c. to \$2.50
An Oilstove, \$2.50 and \$4.50
A box Carpenter Tools
A White Cupid, 50c.

Your Mother

Silver Table Ware
A Lady's Brass Lantern, \$1.20
A N. P. Tea or Coffee Pot \$1.00 to \$2.25
A set of Pastry Cutters, 25c
A Covered Roast Pan, 60c. to \$1.40
A Cake or Bread Box, 80c. to \$1.00

Your Father

A Spiral Ratchet Screwdriver
A set Sleigh Bells, 60c. to \$1.00
A Brass Trip Lantern, \$1.00
A Handy Tool Set, 45c
A Hand Drill, \$1.20
A Automatic Hand Drill, \$2.00

Your Sister

A Cake Mixer, \$1.00
A N. P. Teakettle, 75c
A Food Chopper, 50c. to \$2.50
A Household Scale, 75c
A Apple Pater, 25c. to \$1.00
A Nickle Tray, 85c. to \$1.25
A Oak Tray, \$2.40
A White Enamelled Trestle, 50c. to 70c
An Austrian Berlin Kettle, \$1.00
A Corned Cooker, 60c. and 80c.

Your Brother

A Revolver, \$1.50 to \$7.50
A Rifle, \$1.75 to \$12.00
A Shotgun
A pair Hockey Skates
A pair Acme Skates
A Game Trap
A Cartridge Belt
A Game Bag
A Gun or Rifle Case
A Waspnet Basket
A N. P. Coat or Pants Hanger

Another Fellow's Sister

A Comb Case, 25c
A Case of Scissors, \$1.50 to \$2.00
A set Nut Crackers and Ticks 50c to 75c
A Manicure set, \$2.40
A Lady's Companion, \$1.75 and \$3.50
A Brass Water Kettle, 50c and \$1.00
A pair Embroidery Scissors, 25c to 50c
A N. P. Shirtwaist Iron, 30c to 50c

Someone Else's Brother

A Razor, 20c. to \$2.00
A Razor Strap, 50c. to \$1.00
A Razor Brush, 30c. to 50c
A Razor Case, 75c
A Gillette Razor, \$5.00
A Hunting Knife, 60c. to \$1.50
A Net Shirt Gauge, \$1.50
A Pocket Manicure set, \$2.10

FOR THE CHILDREN

A Harmonica, 10c. to \$1.00
An Enamelled Table Set, 25c. to 60c
A N. P. Toy Iron, 10c. to \$1.50
A Pocket Knife, 10c. to \$1.50
A Hockey Stick or Puck
A Toy Carpet Sweeper
A pair Hockey Skates, 35c. to \$1.00
A pair Double Runner Skates
A Sled or Sleigh
A Hunting Knife, 60c. to \$1.50
A Plated Child's Set

A Boy's Axe, 55c. to 85c
A Punching Bag, \$2.40 and \$3.40
A Fretaw Set, \$1.25
A Tool Box
A Whistle, 10c. to 30c
A Cast Iron Toy Stove
A Rifle, \$1.75 to \$12.00
A Shot Gun
A Game Trap, 15c. to 40c
A Glass Xmas Lantern, 15c
A Post Office Box, 5c
A Knife and Fork, 25c

See our assortment of Princess Ware.
We have a beautiful assortment of Nickel, Bronze and Oak Trays for
prices ranging from 25c. to \$2.10.

We have Skates of many styles and sizes, and have taken considerable
trouble to please the Xmas shoppers.
Come in and see the Goods, you aren't compelled to buy, and it will
please us to show them.

Don't fail to see our Window Displays.

DAKIN BROS.

TELEPHONE 51

Goods Classified According to Recipient
of Gift.

STORE OPEN EVERY NIGHT TILL CHRISTMAS

But Four Days

into which all one's Christmas shopping must be crowded. Realizing that the tired brain of the
shopper won't stand too many suggestions, we publish here just a few timely hints, mostly in
the form of illustrations. You know who would like to receive them.

Men Appreciate	Women Like	Boys Enjoy	Girls Delight In
Razors Safety Razors Pocket Knives Curvers Thermometer Sawbore Sets Ash Trays Tool Chests Alarm Clocks	Chasing Dishes Set Writer Articles Aprons and Pans Carpet Sweepers Scissors Fruit Knives Paper Kites Sad Irons Food Choppers	Sleds Rifles Pocket Knives Tool Chests Wood Saw Bagging Baskets Play Store Engines Jagwells Watches Snow Shovels	Primers Sticks Sawbore Manicure Sets Play Store Engines Bagging Baskets Fruit Knives Spoons Toilet Articles

T. McAvity & Sons, Limited, - 13 King Street.

The Absence of Prices Diminishes Effectiveness of This Ad.

Cultivating Fall Trade With the Farmers

The Present is a Good Time to Push the Sales of Circular Saws, etc.—How a Leamington Firm Drew a Large Farm Trade—The Same Firm Proved to Their Complete Satisfaction the Value of Motion Displays—Sold 500 Pieces of Graniteware in One Day.

To the average hardware dealer, doing business in a town or city with a good surrounding country district, the farming trade represents a very important share of the business. The farmer is a big customer and the hardwareman who knows how to go after and retain the trade of the agriculturist, is pretty certain to create a neat balance on the right side of the ledger. The trade acquaintance of Mr. Farmer is well worth cultivating.

The present is one of the various seasons of the year when the hardwareman should give particular attention to the needs of his rural customer. With the crop sold or in the barn, the farmer starts about this time of year to turn his hand to the many things that he has been compelled to neglect as a result of the rush of work in seeding and harvesting. He makes repairs about the barn—sometimes even about the house—tends to his fences and, perhaps, gives a new coat of paint to his farm implements and vehicles. In addition to this, he draws and cuts wood to last him through the winter.

All these occupations mean that he will require supplies from the hardware store. Hammers, nails, screws, wire, saws—all such goods will be very much in demand.

Trade-Drawing Window.

About this time last year, C. A. Willicox & Co., of Leamington, Ont., decided that the trade of the farmer was worth making a special effort to secure. Recognizing that a good window display is a trade magnet of unusual drawing power, they planned a window

which would have an especial appeal for the farmer. The accompanying illustration shows the display, when completed, but does not give an adequate idea of its real effectiveness.

A "saw-horse" with a substantial block of wood was placed in the centre of the window and above this a saw was suspended by a couple of fine wires. A crank was arranged to give the saw a 24-inch stroke, and it was driven back and forth by an electric motor, concealed from view by the rolls of building paper at the side. The wires did not show from the outside, with the result that the saw appeared to be worked by an invisible power.

The display attracted large crowds during the ten days or so that it was left in the window. Willicox & Co. did a marked business in saws, lanterns and the other lines shown.

Value of Motion Displays.

The success of this window had a double lesson. It showed, not only that it pays to feature goods of that nature at proper seasonable times, but also that anything in motion has a seemingly irresistible attraction for the public.

Accordingly, Willicox & Co. decided to follow it up with another motion display. A card, 24 by 30 inches in size, was suspended in the centre of the window by means of twine running through four screw pulleys. By attaching the twine to the crank, it was possible to raise and lower the card with a regular movement. The card bore the inscription:

"This card goes up and down but these prices are down for Saturday, Nov. 19th only."

By the use of packing cases the back of the window was built up. The cases were then covered with building paper and on the background thus afforded a selection of graniteware, mostly of the cheaper grades were shown. The price of every article in the window was indicated by a price card, printed in large neat type in two colors. Popular prices ranging from 10 cents to 35 cents prevailed.

Although the display was left in the window for four days, the goods were put on sale on the one day only. During the three days preceding the sale the ascending and descending card attracted the attention of every passer-by; and their attention in turn was directed to the articles on display. The price cards did the rest.

On the one day of the sale no fewer than 500 pieces of granite were sold. Can any one, in the face of this, dispute the sales-making power of a good window display?

Getting Farm Trade.

But, to get back to the idea with which we started, the hardwareman should devote considerable thought and time at this juncture to the problem of improving his farm trade.

The spring is the big buying season of the year with the farmer, but there is no reason why the late fall cannot be made almost equally good. As stated before, the farmer has greater leisure now to attend to the work of repairing and improving his premises. Furthermore—and this is an essential point—he has more ready cash just at present. Fall sales are more likely to be on a cash basis than spring business.

In reaching out for this trade the hardwareman should not lose sight of the fact that the newspaper is one of his best weapons. The average farmer reads his newspaper carefully and an advertisement will have a wide and telling effect.

GET THREE COPIES.

Dewar & Ryan, Pembroke.—"We are always glad to receive Hardware and Metal, and appreciate the interest shown for the furtherance of the hardware trade. We receive three copies here and the clerks always take a great interest in the paper."



A Motion Display in the Window of C. A. Willicox & Co., Leamington.—The Saw was Driven Backward and Forwardly by a Concealed Electric Motor.

Hardwaremen Should Handle Enamel Signs

Splendid Opportunities Presented for Profitable Trade—Difficulties to be Contended With in Handling Civic Contracts—How One Dealer Worked up a Good Demand.

A traveler for an Eastern Ontario house was staying over for an hour or two in a small town, and to wile away the time, took a stroll around the place. Turning back with just about enough time to make the train, he was nonplussed to find that he did not know just where he was. The town was laid out on the haphazard plan found in most small places and the traveler had wandered far afield. The streets had no signs and the houses were not numbered. This added to his difficulties, but, by dint of diligent enquiries and a hard sprint at the finish, he got to the station just in time to see the train pulling out. As his remarks were rather unparliamentary they need not be quoted here.

He finally settled down to some hard thinking.

"I have missed that appointment at C—," he reflected, "and my chance for any business there is gone for sure. I've got to make it up somehow."

It occurred to him that the cause of his misfortune had been the lack of street signs and numbers. Now, the firm he traveled for made a specialty of enamel signs of all varieties. It was quite apparent that they were unknown in this town, and the marooned salesman decided that here was his opportunity to make up for lost ground. He hunted up a local hardwareman.

By dint of half an hour's conversation he got the hardwareman interested and then started out on the trail of several influential members of the local council. Rendered eloquent by the recollection of his own experience, he managed to convince several of them that the one prime, immediate need of the town was street signs and house numbers. Before he left on the evening train, he had worked the matter up to such an advanced point that a by-law was put through at the next meeting of the council. The order went through the local hardwareman.

A Good Line to Handle.

Enamel signs are a splendid line for hardwaremen to handle. Comparative-speaking, few dealers have recognized the opportunity thus presented, with the inevitable result that the trade is handled largely through other channels. Municipalities, for instance, order direct from the manufacturers in many cases; this being found necessary, owing to the fact that no local dealers handle signs or are in any way interested.

The opportunity for trade in this line is large. In many of the smaller towns, the streets are not numbered and street signs have not been adopted. In others the system is incomplete or antiquated. In larger places, the opening of new streets creates a more or less regular demand.

But this constitutes one phase only of the probable demand. Name plates may be counted in the same category and there is a continually growing call for these. In addition, such signs as "No admittance," "Office," "Keep out" are used largely nowadays.

Hardwaremen who do not handle goods of this description are neglecting an opening for profitable trade. There are, of course, some drawbacks which must be considered. In catering for municipal contracts for street signs and numbers, the dealer very frequently has to contend against the penurious instinct of the typical small town administrator. Before the contract is placed, the precaution is taken of writing to the municipal authorities in the large cities for the prices paid there. Now in cities like Montreal, Toronto and Winnipeg, where orders are placed for thousands of signs at a time, a better price can be obtained than in towns where only 150 say would be required. The replies received from the large cities barely state the price, however, and the aldermen, comparing these replies with the figures submitted to them by the local dealer, jump to the conclusion that the latter is holding them up. This situation can best be met by frankly stating the facts and, if necessary, by securing a letter from the manufacturers explaining why the difference in price must occur.

Sell From Sample.

Recognizing the difficulty which often arises in this way, many dealers do not carry stocks, but prefer to sell by sample.

"It is fully as effective," declared one man. "I carry a complete line of samples from brass door plates to large street signs and can show any customer about what he wants. It means a delay, of course, before delivery, but in the case of street signs this is bound to ensue anyway. Then I do not have to tie up one dollar in stocks and everything that I make is practically 'found money.'"

Start a Campaign.

There are many towns in this country where there are no street signs and the

houses are unnumbered. Such a condition cannot be maintained long. It is merely a matter of time before the people will waken up and insist on proper signs and numbers. Why not forestall this belated awakening, Mr. Dealer? Why not get the citizens interested in the topic? The writer knows of several cases where successful campaigns of this nature can be traced back to the energetic missionary work of the local hardwareman.

Another Sales Method.

The sale of enamel signs can be pushed in other ways. An Ontario dealer recently laid in a stock of the kind of signs used in factories and public buildings. One morning he called up the manager of a local factory and stated that he had a collection of useful signs and would send one of his men up with them so that he (the manager) could look them over and pick any that he needed. The manager recollected that there were in different sections of the factory cracked boards bearing the scrawl "no admittance." When the man called, he placed an order for a dozen signs. This procedure repeated, brought quite a harvest of trade and the stock was pretty well cleared out.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

WOODENWARE.

A neat and attractive catalogue of sixty-four pages comes from the Richmond Cedar Works, Richmond, Va. The illustrations, which are numerous, are all printed in colors, heavy coated stock being used. Brief descriptions are given of the washing machines, ice cream freezers, tubs, and similar goods made by this firm.

WIRE GOODS.

The Canada Wire & Iron Goods Co., Hamilton, have just issued their General Catalogue, No. 3, which they are mailing to the trade. This catalogue is full of information, concerning the goods manufactured by the above firm, special attention being paid to wire cloth, perforated sheet metals, ornamental wire and iron work.

News and Methods of Canadian Hardwaremen

Big Sherbrooke Store Has Unique Thanksgiving Display—Alberta Dealer Advertises a Big Sale—Changes Made by Wetsaskiwin Hardware Store.

ADVERTISING BIG SALE.

Tofield, Alta., Oct. 30.—Bird's hardware stock has been added to by the purchase of the hardware and stove stock of M. C. Hammond. As a result of the acquisition of so large a supply of goods, the Bird store will hold a big clearing sale right through the month of November. Special price inducements are being offered, a discount of as much as 25 per cent. being offered on some articles.

This sale is being featured and advertised extensively in the local papers. The commendable plan has been adopted in connection with the advertising campaign of featuring one line of goods in each issue of the paper. In this week's issue the line taken up is lamps and a complete line of glass and parlor lamps, chimneys, etc., are quoted. This plan enables the firm to bring each line forward prominently in turn.

M. C. Hammond is going out of the hardware business entirely but he will continue his tinshop.

BUILDING NEW TINSHOP.

Lanark, Ont., Oct. 30.—Taylor Bros., are now engaged in the construction of a large warehouse and tinshop to replace the old structure, which was burned down in May. Excavation was started on Thursday last. It will line up with the main store on George street and

will be 25 by 42 feet. The building will be frame with metal exterior walls, galvanized shingle roof and a concrete foundation. The firm intend to fit the tinshop up with a most complete equipment.

The contract has been let under rush orders and the firm expect to be able to occupy the shop before winter sets in.

BUSINESS RE-OPENED.

Eganville, Ont., Oct. 27.—W. W. Watson, hardwareman, is again open for business after the fire, in his store in the Childerhouse new building. He has stocked up with complete lines of hardware, paints, etc. At the present time he is advertising, among other lines, his large stock of ready roofing and leather belting.

FIRM MAKING CHANGES.

Westaskiwin, Alta., Oct. 26.—The Wetsaskiwin Hardware Co., are building a new store on Railway street west, and will move in as soon as the work of construction has been completed. It will be one of the best equipped hardware stores in this section of the country.

The firm are planning to enlarge their hardware stock very considerably and, in order to render this possible, they have decided to give up their furniture department. They are now holding a big removal sale, their object being to

clear out the entire stock of furniture and reduce the hardware stock now carried as much as possible. They are advertising in half-page spread space and are stating their terms as follows:—

"We will not have room to carry on our Furniture Department and must sacrifice our entire stock. A chance to furnish a house or a room at Factory Prices.

"At the same time we will offer to the Public a discount of 10 per cent. on all Hardware, excepting Nails. We do not wish to move any more stock than we can help."

The sale starts on Saturday and will last for two months.

UNIQUE THANKSGIVING WINDOWS.

Sherbrooke, Nov. 2.—Thanksgiving Day ideas predominated in the window displays of the J. S. Mitchell hardware store. They were prepared some time before the holiday and attracted attention by the detail of the arrangements and by the appropriateness of the designs. One window was given over to the Thanksgiving Day dinner, showing fine silverware, cut glass and table accessories that are the pride of the good housewife. The arrangement was made more prominent by the inclusion of a turkey, etc., the window giving a good idea of how appealing the home table can be made when the family possesses silverware, cut glass and the other little details that give the desired appearance.

Another window contained a reproduction of a modern kitchen, showing a fine range, utensils for baking and other articles which are transforming the kitchen, and removing all the suggestion of drudgery. To look at the Mitchell idea of what a kitchen might be, one would fancy it a pleasure to work in such surroundings.

Then another of this company's four spacious windows was devoted to a display of grates and fireplace utensils and necessities. This was quite appropriate for the season and undoubtedly the chill fall weather helped to impress passersby with the desirability of securing various parts of the display for their own homes. The last window was given over to brass goods and proved an attraction to those who are interested in this line.

NEW MEMBER TO SPEAK.

At the next luncheon of the Montreal Builders' Exchange, H. B. Ames, the newly elected Member of Parliament, will deliver the address. The exact subject of his talk has not been announced as yet. The luncheon will take place on the eighth of November.



Hardware Store of C. W. Gaetz, at Le duc, Alta.

HARDWARE TRADE GOSSIP

Ontario.

Mr. Tobin, of the Tobin Arms Co., Winnipeg, was in Toronto on Thursday of this week.

A Canadian Window Dressers' Association was organized at a meeting in Toronto, on Thanksgiving Day.

Henry Harding, Wroxeter, has moved his tinsmithing shop into new and more commodious quarters.

The Canadian Cordage plant, Peterboro, has been taken over by the International Harvester Co., Chicago.

O. B. Henry, hardwareman of Drayton, is disposing of his business interests and leaving for the west.

J. J. Grant, Laggan, has decided to go out of business and is holding a clearing sale. It started on November 2.

E. B. Fewings, of the Galt Gas and Electric Fixtures Co., has returned from a trip to the coast.

Miskelly's hardware store, Merrickville, was visited by burglars, but luckily only a few dollars were secured.

Negotiations are under way at Port Colborne to secure the Union Furnace Co., of Buffalo, for that place.

Mr. Monypenny, of the Imperial Varnish and Color Co., Toronto, left on Saturday last for a business trip through the western provinces.

The Standard Silver Plate Co., Toronto, have secured a permit for a four-storey factory, to cost \$75,000, on Madison avenue.

A man named Freeman was given a jail term for stealing a whitewash brush from the Russill hardware store, Toronto.

The will of the late Samuel Owen Greening, Hamilton, has been probated. The exact value of the estate is \$470,155.

Will Magladery, of Magladery Bros., New Liskeard, spent a few days in Henwood with a hunting party and was partly instrumental in landing a bull moose.

H. M. Chester, who has been with the Orillia Hardware Co. for the past three years has gone to Sudbury, where he has accepted a position with the Cochrane Hardware Co.

The retail merchants of Markdale are petitioning the council for a by-law enforcing the closing of stores at 6 o'clock on Wednesday evenings, except during the months of June, July and August.

One night last week the hardware store of J. G. Edwards Co., Lindsay, was burglarized. Two guns and cartridges were stolen. The local chief of police effected the arrest of the thief, who turned out to be a young boy.

A night fire in the store of Fred W. Karn, Woodstock, did damage to the extent of \$150. The blaze started in the space between one of the windows and the shutter, and it is thought that it may have been of incendiary origin. Before it was extinguished, the blaze climbed up the joists to the second flat.

The death occurred at Dundalk, of James Deans, at the age of 76 years. He was in the hardware business in Orangeville for some time, moving from there to Dundalk where he conducted a hardware store. Later he went into the drug business which he carried on for thirty-five years. He was a man of marked literary ability.

Quebec.

A. Grigg, M.P.P., of Bruce Mines, Ontario, called upon a number of hardware men in Montreal this week.

James Kinsman, of North Bros. Manufacturing Co., Philadelphia, spent several days in Montreal this week, booking orders for his firm.

W. B. Dalton, of W. B. Dalton & Sons, Kingston, was in Montreal recently, calling on the wholesalers and manufacturers.

George J. Rogers, vice-president of the Rogers Hardware Company, Charlottetown, P.E.I., spent several days in Montreal last week, on business for the company.

Among the retailers coming to Montreal on business this week were Cyrille Labelle, of Three Rivers; E. Boucher, St. Hyacinthe, and W. K. Baldwin, of Baldwin's Mills.

Those interested in glass held a meeting this week to consider the advisability of raising prices. It was decided to do nothing in this direction for a week or more at least.

James Davidson, of the Thos. Davidson Mfg. Co., has decided not to protest the election in Sheffield County, where he was defeated in the recent election by an exceedingly small majority.

Wednesday was All Saints day, and as a result practically all of the French Canadian hardware stores in Montreal, and throughout the province, were closed. This made things a little quiet for the wholesalers.

E. H. Jonhnot, of the Dominion Cartridge Company, E. J. Johnson, superintendent of the factory, and Gordon Seybold, of the Starke-Seybold wholesale firm, spent several days on a shooting trip at Fraser's Point, Lake St. Francis, last week. They had some fine sport, and came back with a bag which made their friends envious.

J. G. Lewis, of Lewis Bros., Montreal, who was recently taken sick with

appendicitis while on a hunting trip, returned on Tuesday from Quebec, where he was operated upon. His recovery has been remarkably rapid, and it is expected he will be back at his office before very long.

Sparks from a passing engine set fire to the building occupied by the Beaver Oil Company, Montreal, last Saturday night. The Outremont Fire Department, assisted by the city brigade, did what they could to save the structure; but owing to the inflammable nature of the material, the building burned to the ground.

Western Provinces.

J. A. Flaith is opening a hardware store in Heward, Sask.

R. E. Beaton has opened a hardware store at Steven, Sask.

C. J. McLaughlin has succeeded D. D. Campbell, hardware dealer, of Fillmore, Sask.

The hardware business of H. F. Chappell, Newdale, Man., has been bought by A. E. Martin, general merchant.

A. E. Chaplin has succeeded Caffrey & Chaplin in the hardware business at Elstow, Sask.

Paulson Bros. have bought the hardware and furniture business at Bawlf, Alta., of J. A. Kirkpatrick & Co.

The Browning Hardware Co. have opened a store in Browning, Sask. H. S. Bacon is acting as manager.

R. F. Sanderson, hardware and implement dealer, of Alix, Alta., has been succeeded by Edward McClung.

Ferguson & Herbert, of Cromer, Man., have sold their hardware business to Dolin & Co., of Brandon. The transfer took place on Nov. 1st.

The partnership between Henderson & Bathersby, hardware merchants, Broderick, Sask., has been dissolved. Mr. Bathersby is continuing the business.

Robert Farquhar, one of the oldest employees of the Winnipeg Paint and Glass Co., has retired from active service. He was presented with a gold watch by his fellow employes, and with a substantial cheque for Mrs. Farquhar from the firm.

The McConnell Iron Works have purchased the Brandon Implement Company's complete plant. R. J. McConnell formerly carried on a hardware business and machine shop in Carman, Man. He disposed of both to the Carman Hardware Co. about a year ago.

H. E. Burgess, representing the McClary Mfg. Co., Winnipeg, met with an accident at Watson, Sask., last week which will incapacitate him for some time. When driving from Watson to Spalding, 20 miles north, in an auto, while in the act of dismounting he dislocated his foot and ankle. He is being detained at the King George Hotel, under the care of Dr. Mulholland.

Hardware Trade Gossip

Western Provinces.

The new store of W. R. King & Co., Penticton, B.C., has been opened.

James Morrison is succeeding W. E. Quick, hardware dealer of Clearwater, Man.

continue the business under the old name and at the old stand. They are enlarging the stock.

A fire broke out in the warehouse of J. F. Brownscombe & Co., Rouleau, Sask. It contained hardware, paints, oils and furs, and the loss was considerable. Manager Tisdale had his hands severely burned trying to put out the blaze.

135,679—Jas. A. Macrae, Ottawa, Ont. Fastening devices for doors, windows and the like.

135,680—I. S. Martin, Ft. Riley, Kansas. Bridle bits.

135,681—Jos. Matthews, Newburyport, Mass. Pipe couplings.

135,682—Gep. Maude, Fergus, Ont. Pipe fasteners.

135,696—Chas. H. Ocumpaugh, Rochester, N.Y. Razors.

135,691—Chas. H. Ocumpaugh, Rochester, N.Y. Razors.

135,716—C. Stiff, Honolulu, Hawaii. Lock cocks.

NEW PATENTS GRANTED.

The following is a list of Canadian patents granted recently, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa, Canada.

125,595—R. M. Mobins, San Diego, Cal., assignee of P. J. Loyne, San Diego, aforesaid administrator of the estate of Jas. Doherty, deceased. Hose holders.

135,637—Wm. J. Beinstead, Galesburg, Ill. Corporation cocks.

135,643—H. Vrust, 53 Branneh, Danforth, Maine. Attachments for road culverts.

135,644—E. L. Burk, Courtenay, N. Dakota. Hame strap buckles.

135,673—Thos. H. Humphreys, Kisse Mills, Mo. Wheel garden hose.

FOLDING BUILDERS' BRACKET.

The Richards-Wilcox Mfg. Co., Aurora, Illinois, are placing upon the market a folding builders' bracket made of heavy channel steel. These brackets are said to be strong, durable and compact. Made of heavy gauge steel stock, they are well jointed and finished in japan. These brackets are provided with a hook and tail screw. The hook engages the 2x4 timber, and is thus lightened up to give the security required. To prevent any side swinging motion, these brackets have the sway-brace as shown.



New Method of Gathering the Turpentine Crop.

(See page 59.)

A demonstration of ranges was held in the store of L. F. Heartwell & Co., Rosetown, Sask., on Oct. 19 and 20.

L. B. Schell, Netherhill, Sask., has taken over the hardware and furniture business lately carried on by Johnson Bros.

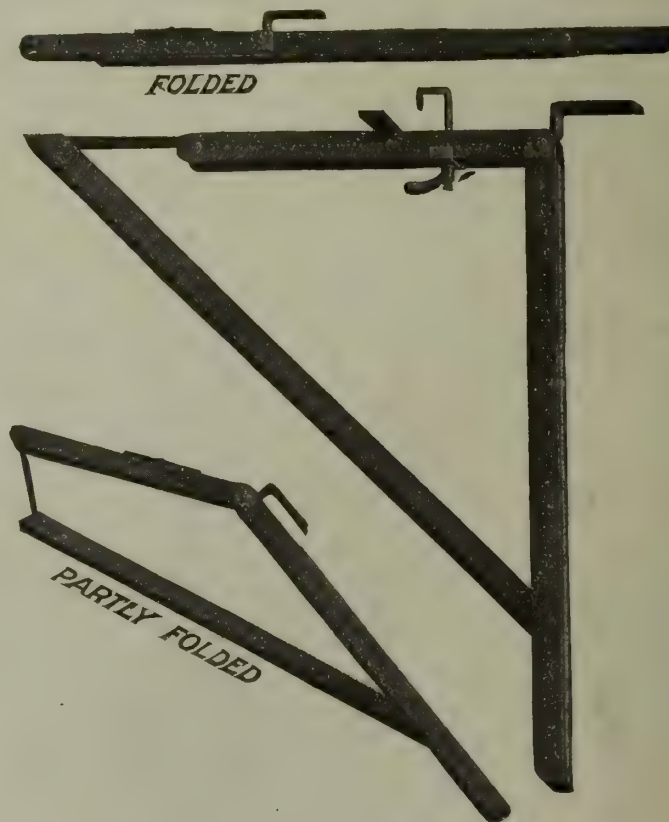
Ed. Robertson, of Bussano, formerly of the hardware firm of Teskey & Robertson, Claresholm, Alta., is visiting in that place. He now has large land interests north of Bassano.

The Canora Hardware Co., Canora, Sask., opened for business on Saturday, Oct. 14, with a large stock of hardware, stoves and paints. They are also doing tinning and heating work.

Howe & McNulty, Prince Rupert, have opened a hardware store there. They are both old residents of the town and until recently were associated with the Prince Rupert Hardware Co.

Wes. Theobald, formerly of F. L. Mackay's hardware store, Indian Head, Alta., spent a few days there recently. He is now traveling in Northern Manitoba and Saskatchewan for a Winnipeg hardware firm.

T. M. Paulson and B. E. Spink, who recently purchased the stock of the Macleod Hardware Co., Macleod, Alta., will



135,676—Jno. W. Limbert, Akron, Ohio. Sad irons.

135,677—Chas. A. Livingston, Duvey, Wash. Oar locks.

135,678—C. Lohhoff, Elberfeld, Ger. Locking devices for sliding doors.

The folding feature shows the economy and convenience of taking these brackets from one job to another. Hardware dealers would find a ready sale for these builders' brackets to their contractor trade.

The Western Hardware Market Situation

Threshing Not Yet Completed—Sporting Goods Moving Actively—Cold Weather Enlivens Stove Trade — Cement Drops Ten Cents a Barrel.

Winnipeg, Nov. 2.—The weather during the week, though cold, has been fine, and very favorable to outdoor work. As a consequence, threshing has been vigorously renewed. Complete reports of the grain yield will not be available until the entire crop is threshed, but the feeling is now more optimistic than it was a couple of weeks ago. Though very little of the wheat is grading No. 1, there is a great deal of No. 3 and No. 4, which in the condition of the market will bring high prices.

Hardware jobbers have experienced a brisk trade during the week, and sporting goods are in very active demand. Winter lines predominate in the orders which are coming to hand, hockey sticks, skates and pucks, being among the heaviest sellers.

Another effect of the cold weather is seen in the stove trade. These are moving out in enormous quantities since the change in the temperature, and jobbers are finding it difficult to keep up with the demand.

Word comes from Montreal that cement manufacturers have reduced the price of cement 10 cents per barrel, for the Western trade. Aside from this, there has been no special feature in the market, which may be described as steady.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—\$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Clevises—7½c. per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24, \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe.—¾ in., \$3.25; ½ in., \$4.05; ¾ in., \$5.00; 1 in., \$7.20; 1½ in., \$9.80; 1½ in., \$11.80; 2 in., \$15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—½ in., \$3.15; ¾ in., \$2.30; 1 in., \$2.35; 1½ in., \$3.15; 2 in., \$3.80; 1 in., \$5.45; 1½ in., \$7.45; 1½ in., \$8.95; 2 in., \$11.55; 2½ in., \$18.40; 3 in., \$24.15; 3½ in., \$32.25; 4 in., \$36.75; 4½ in., \$42.50; 5 in., \$47.50; 6 in., \$61.50; 7 in., \$95.50; 8 in., \$118.

Logging Chain—¾ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Pig Lead—\$4.75. Lead Pipe—\$5.75.

Lead Waste—\$6.75.

Rivets and Burrs—Iron rivets, 55 per cent; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10½c; British manila, 8½c; lath yarn, 3c.

Sheet Zinc—Casks, \$8.75; broken lots, \$9.25.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I.C., \$9.75; I.X., \$11.75

Tin Plate—I. C., charcoal, 20 x 28, full box, \$10.25; ½ box, \$5.50; I.X., full box, \$14.25; ½ box, \$7.50; 20 x 39, I.C., full box, \$13.50; ½ box, \$8; I.X., full box, \$15.50; ½ box, \$9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Paint and Oils.

The advance in glass noted in last week's issue has been maintained, and the tone of the market is still as strong as ever. In fact, owing to the limited output in Belgium during the past summer, there may yet be a troublesome scarcity.

Turpentine and linseed oil show no change in price, the ruling price on turpentine being 85 cents per gallon in barrels, and 95 cents in small lots. Linseed oil is quoted at \$1.15 per gal. for raw, and \$1.18 per gallon for boiled. A good business is being done in these lines.

Putty.—The price is steadily held at \$3.15 per 100 lbs. in drums, and \$2.75 in 900-lb. cases. Putty in barrels is quoted at \$3.15, and in lb.-cases \$3.15.

Glass.—The break all under 25 mited ins., \$3.75 per 100-sq.-feet.

Lead.—Last week's quotations still rule—\$6.25 to \$7.25.

NAILS SCARCE IN MONTREAL.

Montreal, Nov. 2.—Nails are at a premium here. The mills are working up to the limit, but they seem unable to supply the demand. To quote the manager of one wholesale house, "It is practically impossible to get a three-inch wire nail in Montreal."

The cause of the shortage is the heavy call. All dealers who can get their supply by water have had their orders filed for some time. Now delivery must be made if the difference in transportation is to be saved. Merchants who ordinarily purchase one keg, are asking for ten now. They know they can use these, and they wish to have them laid down at as small a cost as possible.

The situation is a perfectly natural one, but it is causing the mills a great deal of trouble at present. Their reserve stock has all been exhausted.

Chas. B. Child, of Cochrane, left last week for Toronto, to purchase hardware fixtures for the new store erected by his brother, Frank A. Child. He will also visit his home in London, and attend the Mystic Shrine meeting, in that city.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Up half a cent a pound.
Cement—Down 5 cents a barrel
in Quebec and Ontario. In the
Western Provinces down ten
cents.

Toronto.

Cutlery—Advances declared.
Tin—Down $\frac{1}{2}$ cent.
Spelter—European is higher.

MONTREAL.

Montreal, Nov. 3.—Last week it was lead which advanced, now it is tin. These two metals are keeping the buyers on the qui vive continually. Exactly what turn the market will take is always hard to judge, though at present it appears the upward tendency in both products will continue for some time.

Scarcity of supply is the principal reason for the high prices which obtain. Trail lead can not be secured, nor according to the makers, is there likely to be much on hand before December. Labor troubles are blamed for the scarcity of this product.

Since English lead has gone up on the primary market it appears likely that the increase in price of last week will not be the last on the Canadian market; but as yet the English rise has not brought an additional advance here.

Spelter, on the whole, seems a little weak, though East St. Louis has advanced to \$6.25. This market is not considered trustworthy, and handlers advise against buying, at present.

Tin.—On Monday a £3 advance occurred on the primary market, and since that day, though there have been slight declines, the market has remained firm. Undoubtedly the combine is at work, yet it seems that the scarcity of the product is at the back of the high prices. The rise in Straits tin has resulted in a rise here, though this is differently quoted at present. It appears $\frac{1}{2}$ a cent a pound about covers the advance.

The high prices asked for Straits tin has had one effect, which may result in better conditions. It has made possible the production of Chinese, Bolivian, and Australian metal. Formerly these inferior grades were so little wanted that it hardly paid to work the ore; but now the demand is so far in excess of the supply that the operations in these baser metals has become profitable. In this,

some think, lies the future solution of the tin situation.

Antimony.—The demand continues steady, with a good supply on hand. No change in prices has occurred.

Lead.—Lead is up. As yet a fresh increase has not occurred in Canada but this is regarded as likely. Principally because the metal is so scarce the English prices have advanced. Since there is but a small supply here this advance is practically certain to affect the local market. Shipments expected to arrive about the last of November will likely relieve the Canadian situation for a time, but unless Trail lead is put upon the market the supply will continue short.

Quotations now are: Domestic (Trail) pig, per cwt., \$4.35, imported pig, \$4.60. Discount on lead pipe 45 per cent.

Spelter.—One of those contradictory situations, so hard to explain, is noticeable here. East St. Louis spelter has advanced from \$6.15 to \$6.25, and yet the market as a whole, seems to be weakening. The impression is that this quieter condition is reactionary, the market formerly having been manipulated too high. Now it seems the tide has turned. "I think there will be a decrease," said one close student of the situation. "It does not seem to me that it would be the part of wisdom to buy at present."

Copper.—A number of good orders have been placed here, and the general condition is reported stronger.

There is no likelihood, however, of any immediate change in prices. Nor is it likely that the supply will prove inadequate.

Pig Iron.—Here the problem is one of supply, as it is largely with the other metals. A brisk business is being transacted, and there is none too much of the metal on hand. Prices are remaining steady.

Old Material.—The demand here is frankly weak. A certain amount of buying is taking place, but it is a quiet market.

TORONTO.

Toronto, Nov. 3.—To judge from the orders that each mail brings to the metal jobbing houses here, a good business is being done in metals in this part of the country. All the way down the list the demand has been excellent, prices have been well maintained, and the trade are well satisfied with the present situation.

There has been little of the spectacular in the past week's metal operations.

Of course, there are always bound to be changes where speculative interests are so largely concerned, but making allowance for the usual slight fluctuations, the situation this week has been a very even one.

Tin, after an advance in the middle of the week, has shown a slight reaction, and is quoted one-half cent lower than last week. Spelter, on the other hand, is higher in Europe, and may go higher on this side. Aside from these two changes the market has remained steady and no fluctuations have occurred.

Tin.—Since our last report, tin went up, due as much to a temporary scarcity in London, as to speculation, but a reaction is reported, and to-day's price is one-half cent per pound lower than at this time last week. It is useless to forecast the future of this market, which is still in the hands of the syndicate who have controlled its destinies for many months.

Antimony.—Business in this metal is quiet. The situation remains much the same as at our last report, and the price is unchanged.

Lead.—Last week's advance has been maintained, and the market is very firm. There is an active demand from lead consumers and stocks are far from large. (

Plates and Sheets.—The usual good demand is being experienced and orders are being shipped in satisfactory quantities. Prices are steady,

Copper.—This has been one of the steadiest metals on the list for months. Consumption has been large but prices have been low in comparison with other years. Buyers of brass, this year have been getting it at a very low cost. This week's market in copper, has been firm and active.

Spelter.—We noted, last week, a reduction in European spelter, but it is somewhat higher again this week, and trading is brisk.

Pig Iron.—A fairly good volume of business is passing in imported iron and prices are steady. Quotations are as follows:—Canadian Foundry No. 1, \$19 and No. 2, 50 cents a ton less. Old Country iron is quoted at \$19.50 for Middleboro No. 3, and \$20.25 for Clarence No. 3; Summerlee No. 2 is \$22, and Cleveland No. 1, \$20.50. Jarrow and Glen-garnock irons are at \$20 and \$22 respectively.

Old Materials.—Business is quiet, with prices as follows:—Heavy copper wire, $10\frac{1}{2}$ c to 11c; heavy yellow brass, $7\frac{1}{4}$ c to $7\frac{1}{2}$ c; heavy red brass, $9\frac{1}{4}$ c to $9\frac{1}{2}$ c; heavy lead, \$2.90; light copper and bottoms, $9\frac{1}{4}$ to $9\frac{1}{2}$ c; tea lead, \$2.40; machinery cast iron, No. 1, \$14; No. 1 wrought, \$10; malleable No. 1, \$8 to \$10; miscellaneous steel, \$6 to \$7; stove plates, \$11.

HARDWARE MARKETS

MONTREAL.

Montreal, Nov. 2.—Holidays have somewhat demoralized trade this week. In Ontario and the Western Provinces Thanksgiving Day alone interfered with the regular course of business, but in Quebec, All Saints' Day is probably as widely celebrated. So the wholesale houses could do no business at all on Monday, and little or no direct business on Wednesday.

But in spite of these two lost days, there has been a good volume of business. Especially is this so in winter lines, for which the cold weather has created a keen demand. Orders for sporting goods are coming in rapidly, and dealers who made known their wants some time ago, are now clamoring for speedy delivery.

A drop in the price of cement, announced on Wednesday, is perhaps the feature of the market. Dealers who have any demand for this material during the winter months will be able to stock cheaper from now on.

Household Goods.—Many orders for this class of goods were received on Tuesday, and Wednesday, when the travelers could do no outside work, and when but few orders came in, all took a hand at shipping, so that the goods wanted might reach their destination on time. Such articles as are used for the Christmas trade are being ordered now. Cutlery and carving sets are going out fast, while novelties, such as "Domes of Silence," are being ordered. In the regular lines a strong call is being made for mincing knives, mincing bowls, and meat choppers. This is the mince meat season.

Building paper continues to move well. Large orders are being received from the lumber camps, which are getting well under way now.

Lumbering Supplies.—Business in this line is increasing a little. It has not yet reached its full proportions, but every week an improvement is being noted. Lumber companies are laying in their supplies, and dealers who do business with the lumber-jacks are stocking up, so that they will be able to fill any order coming to them.

Heavy Hardware.—Business here is satisfactory, the big demand for pipe keeping up. Prices remain at the reduced figures struck definitely last week. These are:—Black, $\frac{1}{4}$ and $\frac{3}{8}$ -inch, \$2.03 per 100 feet; $\frac{1}{2}$ -inch, \$2.63; $\frac{3}{4}$ -inch, \$3.04; 1-inch, \$4.37; $1\frac{1}{4}$ -inch, \$5.96; $1\frac{1}{2}$ -inch, \$7.15; 2-inch, \$9.18; $2\frac{1}{2}$ -inch, \$14.66; 3-inch, \$19.25; $3\frac{1}{2}$ -inch, \$26.12; 4-inch, \$29.70.

Galvanized, $\frac{1}{4}$ and $\frac{3}{8}$ -inch, \$2.86 per hundred feet; $\frac{1}{2}$ -inch, \$3.48; $\frac{3}{4}$ -inch, \$4.19; 1-inch, \$6.02; $1\frac{1}{4}$ -inch, \$8.21; $1\frac{1}{2}$ -

inch, \$9.85; 2-inch, \$12.78; $2\frac{1}{2}$ -inch, \$20.41; 3-inch, \$26.80; $3\frac{1}{2}$ -inch, \$35.62; 4-inch, \$40.50.

Building Hardware.—There seems to be no sign of an immediate decrease in the volume of business being done in this line. Much work on the interior of houses is still being done, and orders for the hardware needed for this are coming to the jobbing houses regularly. The demand here has increased rather than decreased during the past week.

Sporting Goods.—When a dealer sees the roads covered with ice as he goes to his store in the morning, he begins to realize that it is time he had sleds, skates and hockey sticks to sell to the boys. It is small wonder, therefore, that the jobbers are receiving communications by every mail, asking them to deliver the goods ordered some weeks ago. The holidays have been of use here. They have given time in which many of these shipments may be made.

Some dealers, who had not the foresight to order earlier, are now sending hurry up calls for goods. These are being shipped as quickly as is possible, but naturally, the wholesalers are giving the preference to the men who booked their orders some time ago.

Cement.—About this time last year there was a drop in the price of cement. Now comes another drop, on the first day of November, prices going down five cents per barrel in the Provinces of Quebec and Ontario, and ten cents per barrel in the Western Provinces. From what the officials of one company state there will be another fall in the price of cement, but not until November, 1912 comes around.

The car shortage, reported by cement men, is not being felt so keenly now. The reason is not that more cars are being supplied, but that the demand has decreased, so that less are needed. Business with the large contractors, who have the appliances to make winter work possible, keeps up; but the sale to the farmers, who of late have become great cement users, has fallen off considerably. They have difficulty in making concrete properly in the frosty weather.

TORONTO.

Toronto, Nov. 3.—Business is humming, to quote the sales manager of one Toronto wholesale house. It is so brisk, in fact, that the jobbers are finding not a little difficulty in meeting the demands upon them.

The most satisfactory feature of the trade is the fact that the demand is spread over practically all lines. No lines are predominating to any extent,

and it is easier, therefore, to meet the requirements.

While some difficulty is still being met in securing supplies of some of the staple lines, the situation is good for this season of the year. No complaints are being voiced on that score.

Collections are reported to be reasonably good.

Seasonable Goods.—The demand for such goods as may be called seasonable is heavy. Shipments are now being made in some lines as fast as the orders are placed. Inasmuch as the retail demand has nicely started, the dealer is generally desirous of getting his supplies rushed through. There is a steady movement to all such goods as weather strip, sleigh bells, heaters, blankets, snowshovels, walk scrapers, etc.

Christmas Goods.—The trade in holiday goods is now becoming a marked feature. There is a sustained call for the lines which are deemed particularly saleable during the Christmas season, and shipments even have begun. The feature of the week in this department is the announcement of an advance in price in a great many lines of cutlery. The increase varies in the different sizes and grades, but it is probably 5 per cent. on the average. Some makers have not increased their prices as yet.

Household Goods.—There is a steady call for all lines.

Sporting Goods.—The cold weather which has prevailed for the past week has brought along a "hurry up demand" for skates, hockey sticks, etc. Thursday's snowfall resulted in a big increase of business in these lines. Shipments are now demanded by the retailers who find that the season is getting a little ahead of them. The jobbers are still worried by the non-arrival of goods ordered from German firms, which are several weeks overdue. This delay is making it difficult to meet the requirements of the retailers at once.

Builders' Hardware.—There has not been any material falling off in the demand but the local wholesalers believe that the end of the active season is not far off. Building paper is in big demand. Some good-sized sorting orders for hinges, lock sets and similar goods were booked this week.

Heavy Hardware.—In most lines orders are being booked up for spring delivery. Shipments on orders filled for immediate requirements are still a little slow. Price quotations are:—Discounts on carriage bolts, $\frac{3}{8}$ and less, 60 and 10; coach screws, 75; stove bolts, 80 and $7\frac{1}{2}$.

Nolan & Shore, dealers in hardware and furniture at Drumhiller, Alta., have dissolved partnership.

Stoves, Furnaces and Cooking Accessories

Conducting a Demonstration on Broad Lines

Sales in the Stove Department Can be Improved by This Means
—The Details of a Capably Managed Demonstration in the Store of F. E. Hendershott, Mt. Forest.

When a thing is worth doing, it is worth doing well. When a hardwareman decides to hold a stove demonstration, for instance, it is worth his while to conduct it on a good scale. Since it is his desire to attract the attention of possible purchasers, it should be his object to reach just as many as he possibly can.

A well arranged demonstration was held on Friday and Saturday of last week in the hardware store of F. E. Hendershott, Mount Forest. The time had been carefully chosen to catch the Thanksgiving demand. In order to induce customers to buy, Mr. Hendershott promised that each stove sold would be installed before the end of the week. A portion of his advertisement read:

"Speak quickly if you would like your stove installed in time to roast the Thanksgiving turkey."

Details of Demonstration.

Demonstrations were conducted both afternoon and evening of the two days. Miss Jessie Allen, a graduate of Macdonald Institute—where girls are taught to cook and sew according to the most up-to-date precepts—gave lectures and demonstrated in a practical manner the "Art of Economical and Scientific Baking," using one of the latest models of the line of ranges handled in the store.

The demonstration on each occasion consisted of cooking biscuits, which were afterwards passed around to those in attendance. As the crowds were large, a great number of biscuits had to be made to meet the demand, and the demonstrator had a busy time of it.

Gave Kettle Premium.

A commendable feature of the sale was that Mr. Hendershott did not offer a cut in price, but as an inducement to purchasers gave a solid copper metal-plated tea kettle free with every range sold. The reason for this was explained in the advertising space used in the local papers.

"We have only one price for our stoves—the lowest living price and the same to everyone—but we make the above special offer to induce you to buy now.

"We are very busy—22 ranges sold from our store since this fall's stove season began."

The demonstration proved a complete success and the record of ranges sold was added to very considerably by the sales made during the two days. Mr. Hendershott had advertised largely and, as a result, he had practically all prospective purchasers of ranges in Mount Forest in attendance at one or other of the demonstrations. Which is a telling evidence of what good publicity measures can do.

Not Too Late.

Although the season is now pretty well advanced, it is not too late to arrange and conduct a range demonstration. It will be found a profitable move, if it is carried out on sufficiently broad lines to attract a large measure of public attention; the only real motive for undertaking it.

Contests Held to Stimulate Stove Sales

Fredericton Merchants are Offering Prizes for Best Testimonial Letters From Users of the Ranges Sold by Them—Western Hardwareman is Conducting a Guessing Contest.

Fredericton, N.B., Oct. 31.—A new method of advertising their stoves has been adopted by James S. Neill & Sons, hardware dealers of this place. They have decided to let their customers do the advertising for them and, with this end in view, are conducting a testimonial contest. Users of the make of range sold by this firm are invited to send in written testimonials, explaining why they have found it satisfactory. As prizes approximating in value to \$15.00 are to be given to the successful contestants, the offer has awakened a great deal of interest. Quite a grist of replies have already been received.

As the firm reserve the right to publish any of the letters received, they are collecting a most valuable lot of good advertising material as a result of the contest.

The terms are being advertised as follows:—

\$15.00 WORTH OF HARDWARE GIVEN AWAY ABSOLUTELY FREE to users of Oxford Chancellor Ranges. No restrictions whatever. It is yours for a little trouble

"For the best testimonial from any lady who is using or has used an Oxford Chancellor Range, we will give absolutely free, her choice of \$8.00 worth of granite or tinware cooking utensils. For the next best, we will give \$4.00 worth of granite or tinware, and for the third best, we will give an Oxford Economizer, valued at

\$3.00. All we want you to do is to write us a personal letter of not more than two hundred words, telling us what you think of your Oxford Chancellor Range and the Economizer, if you have one.

"The president of the company, has consented to act as judge in this competition, and his decision shall be final.

"Letters must be in not later than November 10th, and prizes will be awarded as soon after that date as possible."

A Guessing Contest.

Contests seem to be very popular as a means of improving the stove trade.

C. T. Laird, of Regina, is arranging to hold a guessing contest, the prize for which will be a new steel range. He is advertising the contest, but has not yet announced the particulars. The range that will go to the lucky winner has been on exhibition in his store window.

PAPER FROM PEAT.

St. Catharines, Ont., October 24.—A new use is being made for peat, large deposits of which are to be found in this district. A number of American capitalists have obtained an option on about 5,000 acres of peat land in this vicinity and will start a factory to manufacture the peat into building paper.

Selling Coal Helps Along Business in Stoves

Many Western Hardwaremen Carry Coal as a Side Line—The Experience of a Saskatchewan Dealer—Found That One Line Helped the Other.

The percentage of hardwaremen who sell coal is large, particularly in the western provinces. There are some dealers in the east who handle a coal agency as a side line, but the number is comparatively much smaller than is the case west of the great lakes.

Although no one will contend that coal is a legitimate hardware line, it is not strange that it should be sold by so many hardware dealers. Trade is divided up in a new town differently than in older established places. Where there is not enough trade to pay a man carrying one line alone, it is natural that he should take up one or more other lines and work up his business to a satisfactory total in that way. In a great many of the newer towns of the West a coal business would probably not prove a paying venture if conducted alone. It is only natural, therefore, that the place of the coal dealer should be filled by the hardwareman. Who has more right to supply coal than the dealer who supplies the stoves and all the utensils used in the consumption of coal?

Experience has proven that a coal department fits in remarkably well with the sale of stoves and vice versa. The one stimulates the sale of the other and opportunities for a larger trade in each line are opened up.

A representative of Hardware and Metal had a conversation recently with a hardware dealer in a small town in Saskatchewan. The latter had been selling coal for two years and had found the results highly satisfactory.

How It Worked.

"Whenever I sell a stove," he explained, "I endeavor to make the purchaser a customer of my coal department—if he is not already one. I have secured, probably, a couple of dozen new customers in that way already this season. It is very seldom that we sell a stove without also booking an order for coal. You see, we offer to send the ton of coal up with the stove, put the latter up, start the first fire and leave the household perfectly comfortable. By ordering the coal elsewhere, the customer runs the chance of having to wait for it after the stove has been put up and he has to make the fire himself. Consequently it is only in very rare cases that the two orders do not go together. And once a customer gives us one order for coal, we can generally manage to keep him with us.

"Then there is the other side of it.

When we are selling coal to a certain person, we are in a splendid position to get his business when the necessity arises for a new stove. I have made it a point to introduce the subject to practically all my coal customers and I have at the present time information as to the make, age and state of repair of the stoves and furnaces in every house where I deliver coal. I know just how many of them are likely to be in the market for stoves this year and, you may be sure, that I am going to have a bid for that trade.

"Then it gives us a chance of introducing the most effective kind of an argument to effect the sale of stoves. Here is a case in point. One of my customers had, as I knew, a stove which was both old and in bad repair. I had tried to interest him in a new stove proposition but he had not shown any particular interest. He was one of the penurious type who won't spend a cent unless there is a dollar gain in

sight and he was quite content to get along with an old stove as long as it would heat the house. I kept track of the amount of coal he was buying and was able to show him toward the end of the season that his stove was consuming more coal than certain neighbors, who had newer and up-to-date heaters, found it necessary to buy. The figures convinced him and I sold him a new heater right there and then."

Go Well Together.

There can be no doubt that the two lines go well together. In a small town, where there is possibly no regular coal dealer, the hardwareman has first right to the business and the best chance to make it pay. Even in larger centres it will generally pay him, even if he has strong opposition to contend with.

There are, of course, difficulties to be overcome. Delivery is a problem which is not easily solved. Storing also presents difficulties for the average hardwareman. If, however, these two points can be provided for, the sale of coal will almost invariably be found a valuable adjunct to business.

A Dray Famine in Montreal

Manufacturers and Wholesalers State That They Cannot Secure Prompt Carrying Service Within the City—Making Deliveries Much More Difficult—Protests are Being Entered—Some Remedies Which Have Been Suggested.

Montreal, Nov. 2.—For some time past in this city there has been trouble over the transportation facilities—not from Montreal to outside places so much as within Montreal itself. Wholesalers have been held up with their shipments owing to their inability to secure drays. They have been unable to get their freight to and from the railways expeditiously.

There has been talk of steps to better conditions. The advisability of allowing the Street Railway Company to carry freight on certain streets after nightfall has been mooted. Talk of subways, which would enable something like an express dray system, has been indulged in. But none of the proposed improvements have been effected. Still freight is carried from place to place as it has been in years gone by; and daily almost, the conditions are getting worse.

Concrete Cases.

Hardware wholesalers and manufacturers are feeling strongly on the subject. They say they simply cannot get the dray service which they need. One man reports eight car loads of stoves at

Point St. Charles, and only a few dray loads of these coming in. Another stove man states that he has been unable to get his shipments away from the warehouse. Another man threatened the carrying company that he would complain to the railway if he did not get better service. As he said: "What is the use of getting goods to the station if we cannot get them to the warehouse? And what is the use of having the goods here to fill orders if we are unable to get the orders off? We are having enough trouble making prompt deliveries without this extra handicap."

English Strike Blamed.

Where the fault lies, or what is the cause of this unsatisfactory condition cannot be stated off-hand. There seems little doubt that the recent English strike has something to do with it. Since that strike ended there have been heavier shipments than usual, and the carrying companies have been called upon to handle a greater volume of freight than is customary at this season. Other lines of freight are moving rapidly too, so there is no dullness to

make up for the extra activity in shipping.

It appears the carrying companies are doing their utmost to give satisfaction. That they may not discriminate against any they are delivering part of a shipment to several people. But that is not satisfactory. It means that every man who receives goods is annoyed when he finds the complete quantity has not arrived.

There is talk of some action aiming but a faster delivery service.

STOVE AND HEATING MARKETS

MONTREAL.

Montreal, Nov. 2.—While there has been an easing up in the demand for certain lines, orders for heaters and for kitchen utensils have been coming in so well that manufacturers are being kept busy shipping goods. The quietness in some departments is more comparative than real. The rush of the past few weeks has subsided, and the steady ordering which gives shippers time to catch up with the past demands makes these days seem like hours stolen from an off season.

The holiday, the rain of Tuesday, and the shortage of cartage has put some difficulties in the way of the managers. Goods could not be shipped Sunday or Monday, and the heavy rain of Tuesday made it seem advisable not to send out much then. Three days without any great shipment—that, when difficulty is being experienced in getting the drays needed day by day, means a big setback.

Collections are said to be satisfactory, though on this subject the manufacturers will be able to speak with more authority next week. Then the notes will have fallen due, and it will be possible to tell more accurately how many have met their obligations promptly.

Ranges.—In some directions the rush for ranges appears to be over. During the past week the demand has been steady, but the orders were largely of the sorting variety. Dealers for the most part have secured the greater part of their stock. There are yet back orders which have not been filled, but the situation is much easier than it was a fortnight ago. Managers report that they are now keeping up with the demand.

Oak Heaters.—When the poet wrote: "The melancholy days have come, the saddest of the year," he undoubtedly had November in mind. But equally undoubtedly he did not think of the manufacturers of oak heaters and Quebec heaters. These melancholy, bleak days are joyous to the men who make these stoves, for they create a demand.

Since the really cold, sharp weather came, the call for heaters has become

at bringing about a better system, but what line this will take is uncertain. The wholesalers say that the forwarding companies must get more drays and more horses. But some doubt if this would entirely do away with the evil. As it is traffic is inclined to become congested on some of the narrow wholesale streets. Double the number of drays and the difficulty of traffic would also be doubled. That might mean anything

insistent. Every mail brings orders. Quebec heaters are particularly wanted in Quebec and in the West. In all but the eastern parts of Ontario this stove seems practically unknown. Ontario firms manufacture it, and yet they sell it only in the West.

Base Burners.—The demand for this stove, too, comes largely from the West. In the older sections this particular form of heater is not greatly sought, but in the West it grows yearly in favor. Apparently it meets the needs of the severe winters.

Gas Ranges.—Activity here is entirely within Montreal and a few of the larger places. In new houses these cookers are being installed. New models are replacing old ones in the homes of the well-to-do. The movement in this line never quite ceases in the city, but it is quiet now.

Furnaces.—All fall the demand has been heavy. It is somewhat lighter now, for many of the contractors have finished their work. But still some jobs await completion. The manufacturers are now able to fill orders better than they were a few weeks ago, but still their shipping departments are kept busy. Indications are that the call for furnaces will continue well into the winter.

Kitchen Furnishings.—There has been no let-up in the demand here, contrary to the general expectation. From the West especially the orders are piling in. One firm reports four carload orders received this week. Not a stove was wanted in these cars. They were to be filled with enamelware and tinware only. Stovepipes, elbows, coal shovels and lanterns are still in great demand.

TORONTO.

Toronto, Nov. 3.—The stove men state that all doubt as to the record breaking nature of the business this fall has been removed. More stoves have been sold than last year by a good, wide margin; and 1910 was a splendid stove year at that. While there are several weeks of the active season still ahead, the time is sufficiently advanced to make fairly ac-

curate estimates of the total business of the year possible.

The past week has been an active one, although the situation with reference to shipments has been somewhat easier. The fact that western shipments have practically all been made makes it possible for the manufacturers to give over the great bulk of their output now to satisfying the demand from the eastern provinces. Even at that shipments are still a little slow in some lines.

Ranges.—The demand for ranges keeps up. While the number of new orders being received is not as large as earlier in the season, the manufacturers still have plenty of business placed some time ago still to fill and there is not likely to be any material slackening for some time at least. The western demand has been fairly well satisfied and shipments going in that direction are now smaller.

Oak Heaters.—Although the oak heater is an early season stove owing to the fact that it is sold very largely when the first cold weather sets in, the demand is still heavy. This has been an exceptionally good season in oak heaters. Several good sized orders were booked this week from Northern Ontario points showing that, despite the heavy demand already experienced from that section of the province, the possibilities of the trade are not yet exhausted by any means.

Base Burners.—The best part of the business is now over and orders received are mostly of the sorting-up variety. There has been, on the whole, a good season's trade but base burners are not as much in demand, comparatively speaking, as in past years.

Furnaces.—If the situation with reference to stove shipments is a little easier, the same cannot be said for furnaces. The manufacturers are behind with their furnace business and, in view of the lateness of the season, it is becoming doubtful if they will find it in their power to catch up. One firm is several hundred behind and this is probably true of most of the others. A great effort is being made, however, to turn out enough furnaces to meet the demand and the goods are shipped out just as soon as they are ready.

The demand for furnaces has certainly been a record-breaker in every respect this fall.

Canada Plates.—The demand for Canada plates is good and, on the whole, little difficulty is being experienced in getting supplies. Prices are firm.

Kitchen Furnishings.—There is a healthy demand. Heating supplies, such as stove-pipes, elbows, registers, etc., are all in strong call. Tinware and granite goods are all more than ordinarily active.

Methods of Retailing Paints and Varnishes

Another Use for Flat Oil Paint

Has Been Successfully Used for Redecorating Window Blinds—Makes Them More Opaque—Some Other Uses Explained—Dealers Should Have Profitable Winter Business From This Line.

Flat oil paints, as manufactured by many prominent paint grinders, are proving to be among the very best specialties on their list. For the decoration of walls and ceilings they are proving exceedingly popular, not only because of the wide range of attractive colors in which they may be secured, but more especially because of their sanitary properties. It is now well known among the trade, that any room decorated with any of these flat oil finishes may be washed with soap and water at any time without affecting the surface.

Another use for flat oil paint, which is becoming gradually known, is for the decorating of surfaces covered with burlaps. This method of interior decoration is rapidly gaining favor. For dens and dining rooms it is extensively employed, and it will be used even more extensively as time goes on.

To give the most satisfactory finish to a surface covered with burlap, flat oil paints should be employed, as they spread evenly over the surface, are easily applied, and give the desired dull finish. Hardwaremen will find burlaps and flat oil paints a splendid combination for getting business among the better class of their customers.

A New Use Discovered.

In conversing with a paint manufacturer the other day, Hardware and Metal learned of still another interesting use for flat oil paints.

"Have you ever noticed," asked this manufacturer, "how soon the average window blind gets dirty? If the street is very dusty, it does not take long for the blinds to become badly soiled, particularly if they are light colored, as practically all blinds are, nowadays. It is impossible to clean them but, by giving them a coat of flat oil paint, they are made as good as new. As a matter of fact, it is even easier to coat the window blinds than burlap."

Hardware and Metal raised the objection that the paint might crack in rolling, but it was stated definitely that the scheme had been tried out thoroughly, and found to give absolute satisfaction.

"One big advantage of this method," continued the manufacturer, "is that the blinds are made more opaque, while preserving the original color. Even white

blinds, if given a coating of white flat oil paint, are made to shut out the light much more effectively. Another feature is that the blinds may be given one color on the outside, and another on the inside. For instance, they may be coated outside with white flat paint and on the inside with a flat green, thereby offering a good appearance to passersby, and affording perfect seclusion to those inside. In this way, a room might be made quite dark, on a very bright day."

Good Seller for Winter.

No dealer expects a lively trade in

house paints, during the winter. In fact, owing to the small amount of exterior work which is done in the winter, a good many hardwaremen have got into the way of thinking that there is no paint business to be done in the cold weather.

The rising popularity of flat oil paint for interior decoration, should put an end to cold weather dullness in the paint business. It is an article which can be used with good effect by amateurs, and many householders have already decorated their own homes in this way, making very pleasing effects.

This is a line which the hardware dealer should take up energetically during the approaching winter. There is a big field for it, once its many uses are made generally known.

Need for Conservation of Turpentine Supply

Wasteful Methods of Gathering are Depleting the Fields—A New System Devised, Which Promises to do Away With Waste and Destruction of Pine Trees.

The extraordinary height to which the price of turpentine soared last winter was due to a number of reasons; but the primary cause was the fact that the demand for turpentine has increased more rapidly of late years than the supply. To say that the future may see the same the same thing repeated is not to make an alarmist statement for the future holds out grave possibilities.

A great need is felt at the present time for a policy of conservation in the turpentine districts. There are still plenty of trees in sight but the methods adopted by turpentine gatherers in the past have been peculiarly wasteful and, unless there is a radical improvement, the tracts will in time become depleted.

The old system of boring long-leaf pine trees is still in use, despite the fact that it is recognized to be wasteful and destructive. Large receptacles or openings are cut on either side of the trees near their bases. These holes are generally from 8 to 14 inches wide and run up 7 or 8 inches along the length of the tree. The trunks are hacked above these boxes and the resin oozes out and collects in the boxes below. This method not only weakens the trees and leaves them subject to destruction from wind or fire but also entails a waste in the collection of the resin of fully 50 per cent.

The "cup and gutter" system was devised about ten years ago and, while it is better than the old method, it also has its disadvantages.

A New System.

A new method has come into use this year, which promises to revolutionize the gathering of turpentine. This system is described as follows, in the course of an able article in Scientific American:

"The new turpentine cup system consists of an airtight glass jar of about one pint capacity which screws into a metallic cover similar to a tin can top. To this is attached a somewhat similar cap at right angles which is placed into a shallow 2 $\frac{3}{8}$ -inch hole bored into the sapwood of the tree. A metal brace of the same material as the cover serves to hold the caps at right angles to each other. The brace is hollow and provides a passage for the resin from the tree into the glass jar which is attached to the horizontal cap. The cup is firmly attached to the tree by first smoothing off the rough outer bark over a few square inches and then placing an ordinary extension bit of the vertical cap into the hole to a depth of about one-fourth inch. Before forcing the vertical cap into the hole two three-quarter inch diverging

holes several inches deep with a slightly upward inclination are bored from the centre of the larger hole. The vertical cap is then forced into the large hole and a glass jar screwed into the horizontal cap. The gum flows from the three-quarter inch holes into the vertical cap and from there through the hollow brace into the glass jar. When the jars be-

come full they can be unscrewed, emptied and replaced."

A Success Scored.

This system has proven a great success and it is believed that steps toward conservation of the visible supply could not be better directed than in introducing the new method.

See illustration on page 52.

brought to a happy conclusion with a banquet.

W. H. Cottingham, of Cleveland, president of the company, is attending the conference, as is L. R. Green, of Cleveland, the advertising manager. Mr. Green is taking charge of the advertising sessions.

The policies to be adopted for the spring selling campaign are being thoroughly discussed.

Dilatory Dealers Cause Much Trouble

Manufacturers are Troubled by Men Who Seem to Take no Interest in Their Own Accounts—By Their Procrastination Merchants are Hurting Their Own Credit, as Wholesalers and Manufacturers Sometimes Discuss Customers—Accommodation is Willingly Given, but Men in Authority Must be Advised.

Go into an office or a store in almost any town, and the first thing to strike the eye is pretty sure to be a sign urging one to "do it now," or advising one that "procrastination is the thief of time." Yet, from what some manufacturers have to say, the very men who hang out these signs, for the benefit of their clerks, are themselves being robbed of time daily.

"This procrastination of the dealers is our greatest trouble as far as giving credit goes."

So said a Montreal paint man, one who has had years of successful experience.

Merchants Only Need Time.

"There are merchants who are able to pay promptly," said this manager. "I'm glad to say there are a lot of these. But also there are a lot who cannot pay at once. Usually these men are all right. They merely need a little time, and we are willing to give that, but the trouble we find is to get the men to take any interest in their own cases. They seem to think if they say nothing about their debt, it will diminish.

"Here is the way some of these dealers act," continued the paint man. "Their time expires and we make a draft. They pay no attention. We send a statement, and ask them to kindly remit. They pay no attention. Then we make a sight draft, for a part of the account. This is ignored. Perhaps we will next send a letter, asking the dealers what they want. More often than not, they pay no heed to this, and we have to write again and again until we find what it is that the man wishes."

Carelessness Pure and Simple.

Many of these dealers are in good financial position you must know. They simply are careless.

Careless. Their carelessness is likely to cost them dear. It may undermine their

credit, and every business man knows where he would be if his credit were cut off. It is the one thing essential to carrying on successful operations.

There are wholesalers' associations now-a-days at which the head men in various concerns get together. They meet socially too, and every once in a while something is sure to be said about business. Men who are greatly interested in their work must speak of it from time to time. They speak of dealers occasionally, and one of the most frequent questions related to a man's credit. Is he "good?" Will he pay promptly?

How the Word Spreads.

Now the man who has had to pound away at a dealer to get settlement, is not likely to tell a friend in another line, that the dealer is a good customer. He will more likely tell the exact truth; and the other manufacturer or wholesaler will not be extremely anxious to secure this new business.

No. In his own interest, the dealer who cannot settle on time, should write the head of the concern which he owes, explaining the position and asking for more time. Very many are doing this. They cause the manufacturers and wholesalers no anxiety; and are readily given the accommodation which they seek. But as to the other man, the dilatory dealer, he is not highly regarded by the manufacturer. He causes much worry for a small profit.

SHERWIN-WILLIAMS' SALESMEN NOW CONVENING IN MONTREAL.

Montreal, Nov. 2.—All the eastern travelers of the Sherwin-Williams Co., of Canada, are meeting in conference here, with the officers, and the heads of the various departments. The first session was held on Wednesday, and on Friday night the proceedings are to be

TO MAKE BINDER TWINE FROM FLAX STRAW.

Saskatoon, Sask.—It is intended to construct an extensive plant here, for the making of binder twine from flax straw.

J. L. Ware, who is identified with a company having three factories in the United States, for this purpose, recently met a number of Saskatoon businessmen, and explained the proposition to them.

The company proposes to erect a fire-proof factory at Saskatoon, 60x200 feet, at a cost of \$15,000. The daily output from this factory, would be two tons of twine, six tons of flax bran, and one ton of flax boarding.

The company intend buying the flax straw direct from the threshing machine. This is shipped to the factory where the outside fibres are removed, and made into twine of three grades, one, two and three ply. The pith or interior parts are ground into a flax bran which is a good substitute for wheat bran and can be mixed with rejected cereals and poor flour half and half, making a good selling article. One-half of the weight of the flax straw makes bran, one-quarter twine and the remaining quarter goes to the manufacture of artificial boards. This twine cannot be used on an ordinary binder without a special mechanical attachment costing \$10 and which the company loans the farmer as long as he uses their twine. It costs \$5 to put these on the binder. There is no knot tied as with the ordinary Manilla cord, but a metallic clip fastens the ends about the sheaf. This metal comes in the form of a ribbon and is furnished free with every purchase over 100 pounds.

The company have had a factory in operation at Winthrop, Minn., for the past two years, manufacturing successfully the twine and by-products. They are erecting another one at Canby, N.D., and one in Montana. They selected Saskatoon for the site of their Canadian plant, as the surrounding country predominates in Canada in flax growing. The Canadian company is being organized for \$100,000, and the stock will be sold at par.

Yes, Sir! Every solitary Paint Need you can think of is well and profitably filled by the famous ML Line.

ML Paints—Made just a little better and more carefully than the next best paint—they stand the weather test wonderfully well. It pays to sell paints that last—your customers blame YOU when they don't.

ML Floorglaze—A self-varnishing finish in solid and transparent colors—that dries glass-hard over night. Has a non-scratchable, brilliant surface. Good for any paint use.

Elastilite Varnish—In a class by itself—so good that even amateurs get fine results. Sell it without a doubt that it will give perfect satisfaction, for any varnish use, indoors or out.

THERE'S a good proposition waiting at our office for aggressive dealers. There are samples of all our lines at all three of our depots. Get in touch with us. We are aggressive folk ourselves, believers in advertising and we take care of people who deal with us.

Imperial Varnish & Color Co., Limited

6 to 34 MORSE STREET, TORONTO

108 Princess Street, Winnipeg

524 Beatty Street, Vancouver

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Your customers will get the fullest measure of satisfaction, and full Imperial Measure, when they use

MINERVA

PAINTS and PAINT SPECIALTIES

Backed by seventy-six years' reputation for quality. You can guarantee them absolutely—the ingredients are the purest, and they are prepared by experts who have made a life-long study of paint-making. The "Minerva" Selling Helps will increase your trade. They are sure business producers, to which the largest dealers will testify. Names furnished for correspondence.

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PAINT AND OIL MARKETS

MONTREAL.

Montreal, Nov. 2.—Linseed oil is again holding the interest of paint men—not this time because of the possibility of an increase in price, but because of the possibility of a decrease. Flax seed has dropped four cents in price during the last few days, and it is expected that the oil will decline in value as a natural result. So strongly do some dealers feel that this will be the case, that they are not buying largely, although it is now possible to purchase in goodly quantities.

Turpentine too seems to show signs of a drop. Substitutes are being used. The demand has therefore fallen off. The supply is accumulating, and the price, it is said, can hardly fail to drop.

Glass shows the reverse tendency. It is likely to rise. Not only is this expected because of the delay in shipping, which seems likely to render it necessary for some goods to be brought from Halifax by train, but also because the Belgians are threatening to raise the price of the product. At the same time that they announce the probability of a rise they urge the dealers to place their spring orders. Some think they are talking of the increase just to book business up early.

But whatever the Belgian producers do the price of glass in Canada is bound to go up as soon as winter sets in. Those needing supplies would do well to order promptly.

White Lead.—Lead was scarce last week. It is scarce now, and indications are that it will be scarce for many weeks to come. There has been no increase in prices, but that this should come is considered far from unlikely.

The combination, which has got control of the situation is keeping the price of lead up. Though the metal is scarce there seems no reason to fear a famine. "We can get white lead," stated one paint man. "There is no real trouble there. But we have to pay the price," Figures quoted are:—One ton lots, \$6.35; five ton lots and upwards, \$6.20. For shipments of less than a ton, \$6.50.

Putty.—The demand continued steady. Prices remain as for months past.

Linseed Oil.—The drop in the price of flax seed is the straw which shows the way the wind blows. In the opinion of close students of the market this drop not only indicates confidence in the flax seed crops, but also shows that seed has been held in the United States, by people, probably, who expected to get a high price. Flax could be readily secured in Winnipeg this week, yet there was not a great deal of buying. The manu-

facturers appear to be waiting for still lower prices.

"I don't think there is any doubt linseed will drop," remarked the manager of one concern. At present quotations are \$1 for raw and \$1.03 for boiled oil.

Glass.—Now comes word that the Belgian manufacturers are talking of increasing prices. "They say they are tired of making glass for glory," stated one large glass buyer.

Evidently there is a possibility that the Belgians may do as they threaten. For some time past they have been selling at a small profit. They appear to have little confidence in one another, and so do not tend much to combines which would keep up the price. But it is said that a combine has now been formed which will necessitate a higher price being paid in Belgium. Add to that increase, the increase in freight rates which must be borne when navigation is once closed—for it does not seem possible that enough glass to supply the demand can be brought in before the river closes up—and it will be seen that prices can hardly do other than jump.

Prepared Paint.—The past week's business in this line has been good. From Quebec City and from the Eastern part of Ontario good orders are reported. The large jobbers are said not to be stocking yet. They seem to have good supplies on their shelves. The cold, it is feared, will interfere with the demand in some measure.

Petroleum.—The demand continues good. No change in prices has to be reported.

Turpentine.—As last week the price per gallon in barrel lots is generally 71 cents, with some selling at 70. But travelers bring word that turps are being disposed of in Quebec for 66 cents. Why this cut is being made is a little hard to understand.

But there is good cause for believing that a drop in turpentine will come in the course of a few weeks. In Savannah, 30,000 barrels have piled up. The cause is the very high figure at which turpentine has been held. Substitutes have been used for it. So the production has been greater than the demand and the market has become flooded.

TORONTO.

Toronto, Nov. 3.—There has been a tendency toward slackness noticed this week, although some houses report that business with them has not shown any signs of loss as yet. One paint jobber states that trade with him has not been as good during the past week as it

was during the corresponding week last year. This has been due, he believes, to the setting in of colder weather and the consequent end to a great extent, to outside work.

Conditions have been, however, fairly satisfactory. There is a reasonably good demand in most lines.

Linseed Oil.—There is still somewhat of a shortage in oil. While it is not as pronounced as it was last week, considerable difficulty is reported in getting supplies. This is particularly the case with raw. One jobber states that at the first of the week he had sold out his last barrel of raw oil and he had some trouble in getting an emergency supply.

The price locally has remained firm at \$1.05 for raw and \$1.08 for boiled. There is a good seasonable demand.

Turpentine.—The reduction made in the price of turpentine last week came as a surprise to quite a number as they did not think that the market pointed that way. The fact remains, however, that the price has been very weak at Savannah during the past fortnight. This week it stayed fairly steady but supplies have been coming forward in great bulk and there the primary markets are well stocked. It is thought here that the price has now reached the bottommost rung and that, while immediate advances are not by any means probable, the present quotation will at least be maintained. There is a good local demand for turpentine.

White Lead.—Rumors of advances are heard almost daily. It is generally acknowledged that the continuous advances in the price of pig lead have made a further increase in white lead a by no means impossible contingency. Whether any immediate action is taken is as yet problematical.

In the meantime a splendid business is being done. Large orders are being filled and the rumors of price attendances seem to have improved rather than retarded the demand.

Putty.—The putty trade is still brisk and large shipments are being made: Prices have remained firm. Standard putty is quoted as follows: Bulk, in casks, \$2.20; in 100-lb. drums, \$2.25; in 25-lb. drums, \$2.65; bladder, in barrels, \$2.75. Pure putty prices remain the same: Bulk, in casks, \$2.50; in 100-lb. drums, \$2.80; in 25-lb. drums, \$2.90; bladder in barrels, \$3.

Glass.—The demand for glass is brisker than ever. Needless to state, therefore, stocks are light. Some difficulty is still being experienced in getting supplies from Belgium and the jobbers do not find it an entirely easy matter to satisfy the demand.

TWO WHITE LEADS



Brandram's B. B. Genuine White Lead

Made by the Brandram's process for practically two centuries.

It is the standard White Lead of the world.

By it others are judged. It combines all the good points of the Old Dutch process, with scientific improvements by which the body and color are perfected.



Anchor Decorators' Pure White Lead

The base of which is made by the old Dutch process. It is the best White Lead that can be produced by that method.

Next to the Brandram's process of corroding White Lead, there is none equal to the Old Dutch process.

BEFORE PLACING YOUR ORDER FOR WHITE LEAD,
WRITE FOR PRICES AND FULL PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN CANADA

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

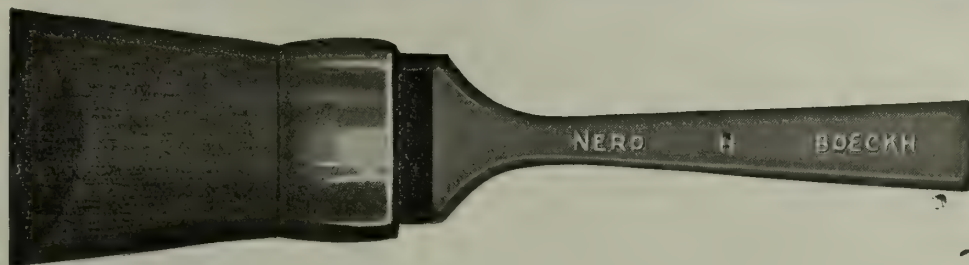
Toronto

Winnipeg

"BAKELITE"

WHAT IS IT?

A BRUSH CEMENT WHICH WHEN HARDENED ABSOLUTELY PREVENTS THE SHEDDING OF BRISTLES FROM A BRUSH.



The exclusive Canadian Right for this wonderful and important improvement in Brush Making has been secured by the manufacturers of the always reliable and up-to-date

BOECKH PAINTERS' BRUSHES

Ask our Salesmen to show you sample section of Brush which they are carrying, so you can see for yourself what a decided advantage it has over the old method of setting Brushes.

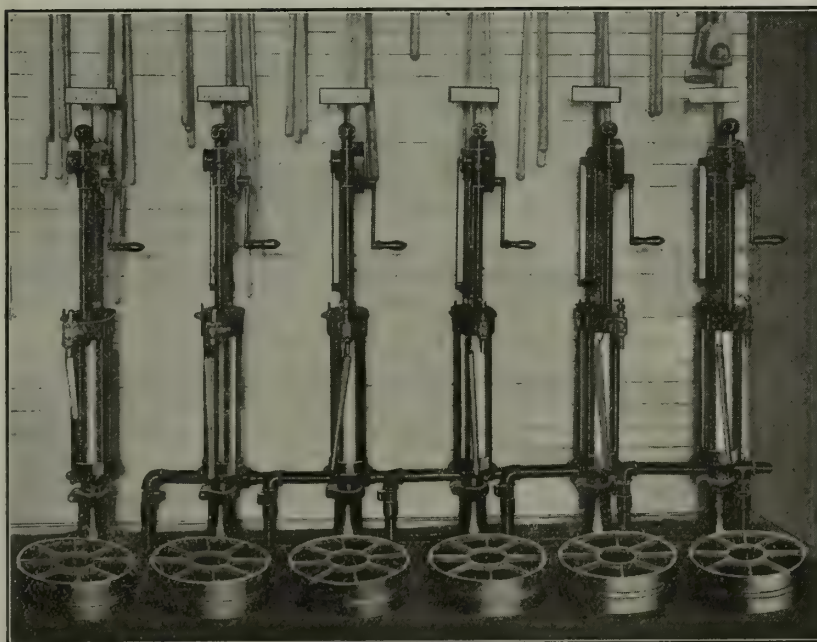
THE BOECKH BROS. COMPANY, LTD.
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This is a photograph of an installation made for J. H. Ashdown Hardware Co., Calgary. He will tell you it pays. That is why you should have one. Drop a card for free book No. 15



This system handles Kerosene Boiled Linseed Raw Linseed Turpentine Machine No. 1 Machine No. 2 and it don't waste a drop. That's why it pays.

It's The Way You Handle Paint Oil That Makes Your Profit.

Your competitors are using Bowser Systems in their business. Can you afford to work with less economy than they? The Bowser System will place you on an equal footing. That is why success always follows their installation.

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S. F. BOWSER & CO., Inc.,

66-68 Fraser Ave., TORONTO, ONTARIO

HARDWARE AND METAL

PLASTER OF PARIS
Per barrel..... 2 30

PINE TAR
Half-pint tins, per dozen..... 0 60

PUTTY. Standard.
Bulk in casks..... 2 20
" 100-lb. drums..... 2 55
Bladders in bbls..... 2 75

RED DRY LEAD.
Genuine, 500 lb. casks, per owt 4 75
Genuine, 100 lb. kegs..... 5 25
No. 1, casks, per 100 lbs..... 4 25
No. 1, kegs, per 100 lbs..... 4 75

SHINGLE STAINS.
In 5-gallon buckets..... 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal.....	0 12	0 12
U. S. Water white.....	0 13 1/2	0 13 1/2
U. S. Pratt's astral.....	0 15 1/2	0 15 1/2
Caster oil, per lb., in bbls.....	0 08	0 09
Motor Gasoline single bbls.....	0 17 1/2	0 17 1/2
Benzine, per gal single bbl.....	0 15 1/2	0 15 1/2
Pure Turpentine, single barrels.....	0 72	0 72
Wood Turpentine.....	0 60	0 60
Turpentine, second run.....	1 00	1 05
Linseed Oil, " raw.....	1 03	1 08
Rosin, "G" grade, bbl. lots, 100 lbs.....	3 25	3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 50
Pale durable body.....	3 50
" hard rubbing.....	3 00
Finest elastic gear.....	3 00
Elastic Oak.....	1 50
Furniture, polishing.....	2 00
Furniture, extra.....	1 20
" No. 1.....	0 95
" union.....	0 90
Light oil finish.....	1 35
Gold size Japan.....	2 00
Turpe brown Japan.....	1 60
No. 1 brown Japan.....	1 10
Baking black Japan.....	1 35
No. 1 black Japan.....	0 95
Crystalline black Japan.....	0 75
Benzal Damar.....	2 50
No. 1.....	2 25
Pure asphaltum.....	1 40
Oilcloth.....	1 50
Lighting dryer.....	0 85
Masticite varnish.....	2 25
Granitine floor finish.....	2 25
Sherwin-Williams' kopal varnish.....	2 25
Canada Paint Co's sun varnish.....	2 40
" Kyanise Interior Finish.....	1 80
" Plint-Lac "coach.....	2 50
B. H. Co's "Gold Medal," in cases.....	3 00
Plattine floor finish.....	4 35
Masticite exterior finish.....	3 00
Stovepipe varnish, 1/2 pints, per gross.....	8 00
Pure white shellac varnish, in barrels.....	1 75
Pure orange.....	1 60
No. 1 orange.....	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 25.....	\$4 25	\$ 6 25
25 to 40.....	4 65	6 75
41 to 50.....	5 10	7 50
51 to 60.....	5 35	8 50
61 to 70.....	5 75	9 75
71 to 80.....	6 25	11 00
81 to 85.....	7 00	12 50
86 to 90.....	7 50	15 00
91 to 95.....	8 50	17 50
96 to 100.....	9 50	20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White.....	6 90	6 90
Elephant Genuine.....	6 90	6 90
Moore's Pure White Lead.....	6 85	6 85
Lily Pure.....	6 30	6 65
Tiger Pure.....	6 30	6 65
Monarch (Windsor).....	6 50	6 65
Essex Genuine (Windsor).....	6 55	6 65
Brandram's B. B. Genuine.....	7 50	7 65
"Anchor," pure.....	6 50	6 65
Ramsay's Pure Lead.....	6 30	6 65
Ramsay's Exterior.....	5 80	6 65
O.P. Co's Decorators' Pure.....	6 30	6 65

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M..... 0 07 1/2

WHITE ZINC IN OIL.

Pure, in 25-lb. tins..... 0 10
No. 1..... 0 07
No. 2..... 0 05 1/2

WHITING.
Plain, in bbls..... 0 70
Gilders bolted in barrels..... 1 00

HARDWARE

ADZES.
Carpenters', per doz..... 12 50 14 00
Plainship,..... 18 30 22 00

AXES AND HATCHETS

Single bit, per doz.....	6 00	9 00
Double bit.....	6 00	12 00
Bench Axes.....	6 75	10 00
Broad Axes.....	22 75	25 00
Hunters' Axes.....	5 00	6 00
'Boys' Axes.....	5 75	6 50
Lathing hatchets.....	4 70	10 00
Shingle.....	1 45	6 75
Claw.....	1 70	5 00
Barrell.....	5 50	6 85

ANVIL.
Taylor-Forbes, prospectors..... 0 05 1/2
Buckworth, per lb..... 0 10 1/2

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extra as follows: subject to cash discount only: Chilled, 40 c.; buck and seal, 80c.; No. 28 ball, \$1 20, per 100 lbs.; bags less than 25 lbs., 1/4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits.....	30 and 10
Irwin's auger.....	47 1/2
Gilmour's auger.....	60
Rockford auger.....	50 and 10
Gilmour's car.....	47 1/2
Clark's expansive.....	40
Jennings' Gen. auger, net list.....	

BARN DOOR HANGERS.

Stearns wood track.....	doz. pairs	4 50 6 00
Zenith.....		9 00
Atlas, steel covered.....	5 00	6 00
Perfect.....	8 00	11 00
New Milo, flexible.....		6 00
Double strap hangers, doz. sets.....		6 50
Standard jointed hangers.....		6 40
Steel King hangers.....		6 25
Storm King rail.....		4 25
Crown.....		4 85
Crescent.....		6 50
Sovereign.....		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.)... 3 25

BARN DOOR LATCHES

Challenge, dozen.....	3 25
Defiance, dozen.....	3 75
Gem dozen.....	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new	1st list	Per cent
" " " and smaller.....		70
" " " 7-16 and up.....		70
" " " Norway Iron (\$3 list).....		60

Machine Bolts, 1/2 and less.....	60, 10 & 10
Machine Bolts, 7-16 and up.....	55, 5 & 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, 1/2 and less.....	60 and 10
Sleigh Shoe Bolts, 7-16 & larger.....	55 and 05
Coach Screws, new list.....	7
Nuts, square, all sizes, 40c. per lb. off.	
Nuts, hexagon, all sizes, 40c. per lb. off.	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts 80.	

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll.....	70
O. K. paper, No. 1, per roll.....	0 75
O. K. paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, per 400 ft. roll.....	0 45
Plain Fibre, No. 2.....	0 27
Tarred Fibre, No. 1, per 400 ft. roll.....	0 55
Tarred Fibre, No. 2.....	0 35
Tarred Fibre Cyclone, 25 lb., per roll.....	0 55
Dry Cyclone, 15 lb., per roll.....	0 45
Plain Surplus, per roll.....	0 40
Rein sized Fibre, per roll.....	0 40
Asbestos building paper, per 100 lbs.....	4 00
Heavy straw, plain & tarred, per ton.....	37 50
Carpet Felt, per 100 lbs.....	2 50
Tarred wood roofing felt, per 100 lb.....	1 80
Pitch, Boston or Sydney, per 100 lbs.....	0 70
Pitch, Scotch, per 100 lbs.....	0 65
Heavy Fibre, 32 & 60, per 100 lbs.....	3 00
2 Ply Ready Roofing, per square.....	0 70
3 ".....	1 15
2 Ply complete, per roll.....	1 35
3 ".....	1 15
Liquid Roofing Cement, brls., per gal.....	0 15
tins.....	0 20
Crude Coal Tar, per barrel.....	3 50
Refined C al Tar, tins, per doz.....	1 25
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel.....	4 50
Caps, per lb.....	0 06
Nails, per lb.....	0 05
Mop cotton, per lb.....	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 80 p.c.
Wrought steel fast joint an " loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl 1 55	1 70
White Bros. English.....	2 00 2 05
" Lafarge " cement in wood.....	3 40
Fire brick, Scotch, per 1,000.....	23 00 28 00
" English.....	17 00 21 00
" American, low.....	23 00 25 00
" high.....	27 50 35 00
Fire clay (Scotch), net ton.....	5 50

CHALK AND PENCILS

arpenters Colored, per gross.....	0 65 0 80
lead pencils, per grs.....	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in., doz.....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN

Proof coil, per 100 lb., 1/4 in., \$6.00; 5-16 in., \$4.85; 3/8 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 5-8 in., \$3.70; 3/4 in., \$3.65; 7-8 in., \$3.60; 1 in., \$3.45; 1 1/8 in., \$3.40; 1 1/4 in., \$3.35; 1 1/2 in., \$3.30; 1 3/4 in., \$3.25; 2 in., \$3.20; 2 1/4 in., \$3.15; 2 1/2 in., \$3.10; 2 3/4 in., \$3.05; 3 in., \$3.00; 3 1/4 in., \$2.95; 3 1/2 in., \$2.90; 3 3/4 in., \$2.85; 4 in., \$2.80; 4 1/4 in., \$2.75; 4 1/2 in., \$2.70; 4 3/4 in., \$2.65; 5 in., \$2.60; 5 1/4 in., \$2.55; 5 1/2 in., \$2.50; 5 3/4 in., \$2.45; 6 in., \$2.40; 6 1/4 in., \$2.35; 6 1/2 in., \$2.30; 6 3/4 in., \$2.25; 7 in., \$2.20; 7 1/4 in., \$2.15; 7 1/2 in., \$2.10; 7 3/4 in., \$2.05; 8 in., \$2.00; 8 1/4 in., \$1.95; 8 1/2 in., \$1.90; 8 3/4 in., \$1.85; 9 in., \$1.80; 9 1/4 in., \$1.75; 9 1/2 in., \$1.70; 9 3/4 in., \$1.65; 10 in., \$1.60; 10 1/4 in., \$1.55; 10 1/2 in., \$1.50; 10 3/4 in., \$1.45; 11 in., \$1.40; 11 1/4 in., \$1.35; 11 1/2 in., \$1.30; 11 3/4 in., \$1.25; 12 in., \$1.20; 12 1/4 in., \$1.15; 12 1/2 in., \$1.10; 12 3/4 in., \$1.05; 13 in., \$1.00; 13 1/4 in., \$0.95; 13 1/2 in., \$0.90; 13 3/4 in., \$0.85; 14 in., \$0.80; 14 1/4 in., \$0.75; 14 1/2 in., \$0.70; 14 3/4 in., \$0.65; 15 in., \$0.60; 15 1/4 in., \$0.55; 15 1/2 in., \$0.50; 15 3/4 in., \$0.45; 16 in., \$0.40; 16 1/4 in., \$0.35; 16 1/2 in., \$0.30; 16 3/4 in., \$0.25; 17 in., \$0.20; 17 1/4 in., \$0.15; 17 1/2 in., \$0.10; 17 3/4 in., \$0.05; 18 in., \$0.00; 18 1/4 in., \$0.05; 18 1/2 in., \$0.10; 18 3/4 in., \$0.15; 19 in., \$0.20; 19 1/4 in., \$0.25; 19 1/2 in., \$0.30; 19 3/4 in., \$0.35; 20 in., \$0.40; 20 1/4 in., \$0.45; 20 1/2 in., \$0.50; 20 3/4 in., \$0.55; 21 in., \$0.60; 21 1/4 in., \$0.65; 21 1/2 in., \$0.70; 21 3/4 in., \$0.75; 22 in., \$0.80; 22 1/4 in., \$0.85; 22 1/2 in., \$0.90; 22 3/4 in., \$0.95; 23 in., \$1.00; 23 1/4 in., \$1.05; 23 1/2 in., \$1.10; 23 3/4 in., \$1.15; 24 in., \$1.20; 24 1/4 in., \$1.25; 24 1/2 in., \$1.30; 24 3/4 in., \$1.35; 25 in., \$1.40; 25 1/4 in., \$1.45; 25 1/2 in., \$1.50; 25 3/4 in., \$1.55; 26 in., \$1.60; 26 1/4 in., \$1.65; 26 1/2 in., \$1.70; 26 3/4 in., \$1.75; 27 in., \$1.80; 27 1/4 in., \$1.85; 27 1/2 in., \$1.90; 27 3/4 in., \$1.95; 28 in., \$2.00; 28 1/4 in., \$2.05; 28 1/2 in., \$2.10; 28 3/4 in., \$2.15; 29 in., \$2.20; 29 1/4 in., \$2.25; 29 1/2 in., \$2.30; 29 3/4 in., \$2.35; 30 in., \$2.40; 30 1/4 in., \$2.45; 30 1/2 in., \$2.50; 30 3/4 in., \$2.55; 31 in., \$2.60; 31 1/4 in., \$2.65; 31 1/2 in., \$2.70; 31 3/4 in., \$2.75; 32 in., \$2.80; 32 1/4 in., \$2.85; 32 1/2 in., \$2.90; 32 3/4 in., \$2.95; 33 in., \$3.00; 33 1/4 in., \$3.05; 33 1/2 in., \$3.10; 33 3/4 in., \$3.15; 34 in., \$3.20; 34 1/4 in., \$3.25; 34 1/2 in., \$3.30; 34 3/4 in., \$3.35; 35 in., \$3.40; 35 1/4 in., \$3.45; 35 1/2 in., \$3.50; 35 3/4 in., \$3.55; 36 in., \$3.60; 36 1/4 in., \$3.65; 36 1/2 in., \$3.70; 36 3/4 in., \$3.75; 37 in., \$3.80; 37 1/4 in., \$3.85; 37 1/2 in., \$3.90; 37 3/4 in., \$3.95; 38 in., \$4.00; 38 1/4 in., \$4.05; 38 1/2 in., \$4.10; 38 3/4 in., \$4.15; 39 in., \$4.20; 39 1/4 in., \$4.25; 39 1/2 in., \$4.30; 39 3/4 in., \$4.35; 40 in., \$4.40; 40 1/4 in., \$4.45; 40 1/2 in., \$4.50; 40 3/4 in., \$4.55; 41 in., \$4.60; 41 1/4 in., \$4.65; 41 1/2 in., \$4.70; 41 3/4 in., \$4.75; 42 in., \$4.80; 42 1/4 in., \$4.85; 42 1/2 in., \$4.90; 42 3/4 in., \$4.95; 43 in., \$5.00; 43 1/4 in., \$5.05; 43 1/2 in., \$5.10; 43 3/4 in., \$5.15; 44 in., \$5.20; 44 1/4 in., \$5.25; 44 1/2 in., \$5.30; 44 3/4 in., \$5.35; 45 in., \$5.40; 45 1/4 in., \$5.45; 45 1/2 in., \$5.50; 45 3/4 in., \$5.55; 46 in., \$5.60; 46 1/4 in., \$5.65; 46 1/2 in., \$5.70; 46 3/4 in., \$5.75; 47 in., \$5.80; 47 1/4 in., \$5.85; 47 1/2 in., \$5.90; 47 3/4 in., \$5.95; 48 in., \$6.00; 48 1/4 in., \$6.05; 48 1/2 in., \$6.10; 48 3/4 in., \$6.15; 49 in., \$6.20; 49 1/4 in., \$6.25; 49 1/2 in., \$6.30; 49 3/4 in., \$6.35; 50 in., \$6.40; 50 1/4 in., \$6.45; 50 1/2 in., \$6.50; 50 3/4 in., \$6.55; 51 in., \$6.60; 51 1/4 in., \$6.65; 51 1/2 in., \$6.70; 51 3/4 in., \$6.75; 52 in., \$6.80; 52 1/4 in., \$6.85; 52 1/2 in., \$6.90; 52 3/4 in., \$6.95; 53 in., \$7.00; 53 1/4 in., \$7.05; 53 1/2 in., \$7.10; 53 3/4 in., \$7.15; 54 in., \$7.20; 54 1/4 in., \$7.25; 54 1/2 in., \$7.30; 54 3/4 in., \$7.35; 55 in., \$7.40; 55 1/4 in., \$7.45; 55 1/2 in., \$7.50; 55 3/4 in., \$7.55; 56 in., \$7.60; 56 1/4 in., \$7.65; 56 1/2 in., \$7.70; 56 3/4 in., \$7.75; 57

CONGO NEVER LEAK ROOFING

A Ten Year Roof Insurance Policy Free With Every Roll

This is no ordinary guarantee scheme. It is a *real* INSURANCE POLICY issued by the National Surety Company of New York, a large bonding house with assets of two million dollars.

There can be no disputing as to the meaning of the words "ten years." There is no guesswork

about it and no risk. The element of uncertainty that has always been a feature of ready roofings is completely removed

by means of this *genuine Guarantee Bond*.

Congo is a tough, flexible, waterproof roofing made as well as we know how to make it. We supply free of charge, with every roll, adhesive cement for the laps, galvanized iron caps and galvanized nails. These caps and nails are rust-proof and are much better than the old tin discs which are provided with most roofings.

Further information and prices on request.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.
Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.



Fac Simile of 10 Year Bond

WIRE NAILS

and points. Special care is taken in the drawing to obtain a regular gauge. Our Wire Nails are guaranteed full weight. Other lines we make and recommend are:

Annealed Wire and Wire Bale Ties

Very Soft and Pliable. Extra Strong
GET OUR PRICES.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

Works, DON SPEEDWAY

TORONTO

HEINISCH TAILOR SHEARS

Perfectly Finished—Correctly Tempered—Keen Cutting Edge

Best Quality Japan Highest Quality Materials and Workmanship

ALL JOBBERS STOCK THEM

:: :: We also make :: ::

SCISSORS, TRIMMERS, TINNER SNIPS

The Best that can be Made

R. Heinisch's Sons Co., Newark, N.J., U.S.A.



HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clausen, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.
Oven openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 90
Potato mashers, wire, per doz. 0 60 0 70
" wood " 0 50 0 80
Vegetable slicers, per doz. 2 25
Universal meat chopper, No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 and 5 p.c.
Star Al chopper to 32 1 35 4 10
" 100 to 108 " 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japaned ware, 45 per cent.
No. 3 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japaning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—3-inch wheel, 3 knives, 12 in., \$5.10; 9-in. wheel, 3 knives, 12 in., \$6.75; 9-in. wheel, 5 knives, 12 in., \$7.75; 10-in. wheel, 4 knives, 12 in., \$8.50; 10-in. wheel, 4 knives, 12 in. ball bearing, \$10.00; 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons.—3-inch open wheel, 3 knives, 12 in., \$5.10; do., 4 knives, \$6.25; 9-inch wheel, 3 knives, 12 in. sizes, \$6.75; do., 4 knives, \$7.25; 10-inch wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing do., \$10; do., 5 knives, \$10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MAIILETS.

Tinsmiths', 2 1/2 x 5 1/2 in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz 3 40
Caulking, No. 8, oak, per doz. 15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste, 6 00
Aroline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, \$6 dozen
Mats, 6 to 7 lb., 4.55 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 16 1/2 cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3 1/2 cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz. 1 20 1 50
Folding ironing boards, 15 25 18 00

NAIIS

1-1 1/2 inch 3 35
1 1/2 inch 3 00
1 1/2 inch 2 75
2-2 1/2 inch 2 65
2 1/2 inch 2 50
3-3 1/2 inch 2 45
3 1/2 inch 2 40
4-4 inch 2 35
4 1/2, 5, 5 1/2, 6 inch (base) 2 35
Cut nails—Montreal, \$2.40; Toronto, \$2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 3 1/2 per cent.
Pressed spikes, 1/2 diameter, per 100 lbs. 2 85

NAKUM.

Plumbers' ... per 100 lb. 4 50

OILERS.

Kemp's Tornado and McCarty's Model
galvanised oil can, with pump, 5 gal-
lon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Walleable, 35 per cent

PLATED GOODS

Hollowware, 40 per cent discount
Flatware, staples, 40 and 10; fancy, 40 and 50.
Hutton's "Cross Arrow" flatware, 42 1/2 per cent. "Singapore" and "Alaska" Nevada silver flatware, 42 p.c.

FINISH WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 25 per cent.
4, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitta, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 3 1/2 to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's "King Cutter"	7 50 11 00
Henckel's "	7 50 20 00
Clausen automatic safety	27 00
Clausen perfect stropper	16 00
Gillette Safety, each	8 75
Clausen Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINS.

	per doz.
Sisal rope,	0 08 1/2
Pure Manila rope	0 10 1/2
"British" Manila	0 08 1/2
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, 1/2 in. diam. and over, 15 1/2; under 1/2 in., 16 1/2	
Jute, 1/2 and upwards, 3c.; under 1/2, 4 1/2c.	
Lath yarn, single	0 08 1/2
Lath yarn, double	0 10 1/2
Sisal bed cord, 48 feet, per dozen	0 65
Sisal bed cord, 6 feet, per dozen	0 80
Sisal bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 2 1/2 off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 85 and 12 1/2 per cent.
Copper Burrs only, 2 1/2 p.c.
Extras on Coppered Rivets 1/2 lb. packages 1c. per lb.; 1 lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2 1/2c. per lb.

RIVET SETS.

Canadian, 35 to 3 1/2 per cent.

RULERS.

Boxwood, No. 68, 3 foot, doz. 1 15
vory, No. 1282, 2 foot, each 3 50

SAD IRONS.

	per set
Mrs. Potts, No. 55, polished	0 80
" No. 50, nickel-plated	0 85
" handles, Japaned, per gross 8 40	
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

	per 100 lb.
Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, 1/2 lb. each, per 100 lb.	2 40
Solid, 3 to 50 lbs.	1 55

SASH CORD.

No. 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Danton's Hand, 15 per cent.
Standa Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28 1/2 inches	1 60
Perfection window screens, 14x15, open 22 1/2 inches	1 80
Model window screens 14x22, open 30 1/2 inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" R.H., bronze	70 and 10
" R.H., bronze	85 and 10
Drive screws	85 and 10

Set, case hardened
 60 || Square cap | 50 and 05 |
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen
 0 65 || North Bros., No. 30, per dozen | 16 80 |

SCISSORS AND SHEARS

Clausen, nickel scissors and shears, 60; Japan 85; tailors, 40; gruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Start skates, 3 1/2 per cent.
Boker, hockey 30c. upwards; spring, Empire hockey sticks, \$3 00, \$3.50.
Miomac and Rex sticks, \$4.00, \$6.00
Pucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.; No. 3 and 4 grade, 50 and 2 1/2 p.c.

SQUARES.

Diston's 60 and 10 p.c.
Stanley Try Squares, size 7 1/2, doz. net. \$2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12 1/2 per cent.
Retinned, 75 and 12 1/2 per cent.

SAP SPOUTS.

Bronzed iron with hooks ... per 1,000 7 50
Eureka tinned steel, hooks " 8 00

STAPLES

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14
 6 75 || Blind, per lb. | 12 |
| Coopers' staples, 45 per cent. | |
| Bright spear point, 75 per cent. | |

STABLE FITTINGS.

Dennis Wire & Iron Co's, 3 1/2 p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPER.

	per 100 lengths
5 and 6 inch,	7 62
7 inch	8 18
Nestable, 40 per cent.	

STOVEPIPE ELBOWS

	per doz.
5 and 6-inch, common	1 22
7-inch	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock
 18 75 |

STONES—OIL AND SCYTHE.

	per lb.
Washita	0 25
Hindustan	0 06
" slip	0 18
" Axe	0 10
Deer Creek	0 10
Deerlick	0 25
" Axe	0 15
Lily white	0 42
Arkansas	1 50
Water-of-Ayr	0 10
Scythe	3 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/2 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 2 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50;

trunk nails, black, 65 and 10; trunk nails, tin ned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 80; zinc glaziers' points, 5; double pointed tacks, papers, 80 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 3 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 90
Larkin, linen, No. 404, 66 ft., each 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallo, No. 1821
 1 95 || " Steel, No. 1840, 50 feet | 4 30 |

TROWELS.

Diston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMING

Discount, 45 per cent.
Plain and retinned, 75 and 12 1/2.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
H. Wiley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Onida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	80
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 85
Hold-Fast (formerly Devil) Mouse Traps	0 35
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

	0 12	0 12 1/2
Per pound		3 55
Hinged pipe vise, 25 lbs.	4 50	6 00
Saw vise		
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowsell	52 50
New Century, Style A.	101 35
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
20 per cent.	

GET YOUR GLASS



Again we advise our friends to put in their stocks of Window Glass. Navigation will soon close with this port, and glass prices will go higher. The foreign markets are already demanding higher prices for Canada. A good stock of Window Glass is always a good commodity and it cannot spoil. We have now good stocks of

Star Glass

Picture Glass

Double Glass

26-oz. Glass

32-oz. Glass

Rolled Glass

Cathedral Glass

Fancy Glass

In fact, glass of all kinds. Let us have your specification and ask for our Standard store hanger for retailing glass.

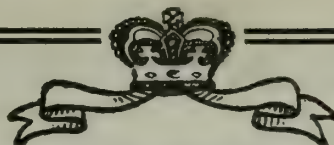
A. RAMSAY & SON CO.

MONTREAL

Established
1842

Glass
Importers

Trade Mark



Reg'd 1877

"DOMINION"

"THE CROWN OF QUALITY"

POLISHED CANADA PLATES

Something different in Canadas.

Specially adapted for stovepipe work.

A. C. LESLIE & CO., LIMITED
MONTREAL

ABSOLUTELY GUARANTEED

Like all our own manufactured goods, we absolutely guarantee

"SILKSTONE"

Flat Wall Colors

to give satisfaction when applied according to direction.

We are a western firm with a reputation for making good.

Users of **STEPHENS'** Paints are satisfied users.

Let us prove it to you, write for our agency proposition and further information.

Silkstone

Smooth as Silk—Hard as Stone

G. F. STEPHENS & CO., Limited

Paint and Varnish Makers

WINNIPEG

BRANCH AT CALGARY

CANADA

HARDWARE AND METAL

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Belting Dominion Belting Co., Ltd., Hamilton Sadler & Haworth, Montreal	Carriage Heaters. Chicago Flexible Shaft Co., Cleveland	Corrugated Iron The Galt Art Metal Co., Galt, Ont.	Enameled Ware Davidson Thos. Mfg. Co., Montreal The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg McClary's London Ont. Ernest Stevens, Ltd., Cradley Heath, England
Belting, Hose, etc. Gutta Percha and Rubber Mfg. Co., Toronto	Carriage Springs and Axles Guelph Spring and Axle Co., Guelph.	Cow Ties Greening, B., Wire Co., Hamilton McKinnon Dash and Metal Co., St Catharines Oneida Community, Ltd., Niagara Falls	Escutcheon Pins The Parmenter & Bullock Co., Gananoque, Ont.
Binder Twine Consumers Cordage Co., Montreal Plymouth Cordage Co., N. Plymouth, Mass.	Cartridges Dominion Cartridge Co., Montreal	Cupiders Buffalo Mfg. Co., Buffalo, N.Y. Thos. Davidson Mfg. Co., Montreal. McClary's London Ont. The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg E. T. Wright & Co., Hamilton	Fencing—Woven Wire The Steel Co. of Canada, Ltd., Hamilton
Bird Cages E. T. Wright & Co., Hamilton	Cash Registers National Cash Register Co., Toronto	Outlery—Razors, Scissors, etc. Caverhill, Learmont & Co Montreal Crookes, Jonathan, & Son Dorken Bros. & Co., Montreal. Frothingham & Workman, Ltd., Montreal Heimisch, R. Sons Co., Newark, N.J. Howland, H. S. Sons & Co., Toronto.	Files and Raps Barnett Co. G & H. Philadelphia, Pa. Delta File Works, Philadelphia, Pa. Disston, Henry, & Sons, Philadelphia, Pa. Nicholson File Co., Port Hope Simonds Canada Saw Co., Ltd., Montreal
Bells and Radiators Pease Foundry Co., Toronto Taylor-Forbes Co., Guelph, Ont.	Cattle and Trace Chains Greening, B., Wire Co., Hamilton. McKinnon Chain Co., St. Catharines Oneida Community Limited, Niagara Falls, Ont.		Fire Extinguishers The Valor Co. Ltd., Birmingham, Eng.
Belts and Nuts London Bolt and Hinge Works, London, Ontario The Steel Co. of Canada, Ltd., Hamilton	Cement Canada Cement Co., Montreal, P. Q. B. & S. H. Thompson & Co., Montreal		Fire Irons Charles Lindsay, Glasgow, Scotland
Belts—Expansion Star Expansion Bolt Co. New York			
Brass, Sheets, Tubes and Rods Tallman Brass & Metal Co., Hamilton			
Brass Goods Jas. Cartland & Son, Ltd., Birmingham, Eng.			
Morrison, Jas., Brass Mfg. Co., Toronto. Taylor-Forbes Co. Ltd., Guelph, Ont. Tallman Brass & Metal Co., Hamilton			

Satisfaction and Profit

Satisfaction to your customers and profit to yourself.

These are the two qualities by which you should measure all merchandise.

The next time you buy white lead apply these tests. There is one brand of lead that invariably measures up; it is

ELEPHANT GENUINE WHITE LEAD

which has been sold in Canada for over fifty years.

It has always given satisfaction because exceptional care is used in every process of its manufacture.

Only selected dry white lead is used.

This is ground through rolls and heavy Burrstone mills of the latest design.

This produces a lead of the finest texture that works and spreads smoothly and covers the largest surface to the gallon. It satisfies everybody.

Your profit results from the repeat sales which always come when customers know they have received full value for their money.



MONTREAL TORONTO WINNIPEG

300%

Increase in "61" Floor Varnish Sales. This is the result of Pratt & Lambert's three years' advertising, specializing on

"61" FLOOR VARNISH

This Fall they are advertising

VITRALITE

"THE LONG LIFE WHITE ENAMEL"

as well as "61" in most of the great leading magazines in Canada and U. S. "61" will be pushed as hard as before. Vitralite will be pushed as hard as "61" ever was. Buy on a rising market. NOW is the time.

Send for our Dealer's Vitralite and "61" Offer Now.



WINNIPEG

CALGARY

EDMONTON

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

HARDWARE AND METAL

Firearms and Ammunition

Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes

Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co., London

Fire Place Furnishings

The Barton-Netting Co., Ltd., Windsor, Ont.

Food Choppers

Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa.

Foot Warmers

Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Forgings

Steel Co. of Canada, Limited, Hamilton

Furnaces, see Stoves

Galvanizing

Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Galvanized Iron

W. Gilbertson & Co., Ltd. Alex. Gibb,
Montreal, Agent

Gas Fixtures

The Barton-Netting Co., Ltd., Windsor, Ont.

Glass

Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto

Glass, Ornamental

Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London

Glass, Wired

Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto

Glaziers' Diamonds

Peiton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue

The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Apple Bridge, Eng.

Go-Carts, Etc.

Gendron Mfg. Co., Ltd., Toronto

Grindstones

Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns

Harrington & Richardson Arms Co.,
Worcester, Mass.

Handles

Still, J. H., Mfg. Co., St. Thomas

Hardware Specialties

Taylor-Forbes Co., Ltd., Guelph, Ont.

Hay Unloading Tools

F. E. Myers & Bro., Ashland, Ohio

Hinges

Canada Steel Goods Co., Hamilton,
Cowan & Britton, Gananoque

Hockey Sticks

Still, J. H. Mfg. Co., St. Thomas.

Hooks

Steel Co. of Canada, Limited, Hamilton

Hoop Iron

Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Hoops—Steel and Wire

Laidlaw Bale Tie Co., Hamilton, Ont.

Horse Shoes and Nails

Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers

North Bros. Mfg. Co., Philadelphia
The Sheet Metal Products Co. of Canada

Ice Cutting Tools

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic

Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron and Steel Bars

Steel Co. of Canada, Limited, Hamilton

Iron Pipe

Canadian Tube & Iron Co., Montreal
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps

Aylmer Pump & Scale Co., Aylmer
McDonnell, E. Co., Galt, Ont.

Ladders

Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf

Hamilton Brass Mfg. Co., Hamilton

Lamps—Camp

John Simmons Co., New York City

Lampblack

The L. Martin Co., New York
Wilkes Martin Wilkes Co., New York

Lanterns

Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.

Lawn Mowers

The Sheet Metal Products Co. of Canada
Ltd., Montreal, Toronto, Winnipeg

Lawn Swings

D. Maxwell & Sons, St. Mary's, Ont.
Jas. Smart Mfg. Co., Brockville, Ont.

Lighting Fixtures

Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc.

Belleville Hdw. and Lock Mfg. Company
Belleville, Ont.

Lumbering Tools

Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents

Henderson & Richardson, Montreal
McIntosh, H. F., & Co., Toronto.

Mantels and Grates

The Barton-Netting Co., Ltd., Windsor, Ont.

Metals

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal

Metal Shingles, Siding, Etc.

Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto

Metal Store Fronts

Canada Foundry Co. Ltd., Toronto
Corbett Foundry & Machine Co., Owen Sound

Mop Sticks

Tarbox Bros., Toronto

Mop Wringers

White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers

The Bridgeport Hdw Corp., Bridgeport, Conn.

Nails, Wire

Laidlaw Bale Tie Co., Hamilton, Ont.
Farmer & Bulloch Co., Gananoque

Oil Tanks

Bowser, R. F., & Co., Toronto.
Corbett Foundry & Machine Co., Owen Sound

Oil Stoves

McClary Mfg. Co., London
Queen City Oil Co., Toronto

Ornamental Iron and Wire

Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes

Berry Bros., Limited, Walkerville, Ont.
W. T. Bigsby & Sons, London, Eng.

Perforated Sheet Metals

Canada Wire Goods Mfg. Co., Hamilton
Greening, E., Wire Co., Hamilton

Pig Iron

Steel Co. of Canada, Limited, Hamilton
Pipe, Wrought Lead and Galvanized

Pliers

Smith Hardware Co., Montreal

Poultry Netting

Greening, E., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives

International Tool Co., Detroit

Pumps

Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont.

Putty

Steel Co. of Canada, Limited, Hamilton

R.R. Angle Bars

Steel Co. of Canada, Limited, Hamilton

Razors

Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Refrigerators

Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers

Canadian Ferrosteel Co., Bridgeburg, Can.
Canadian Heating & Ventilating Co.

Rivets

Steel Co. of Canada, Hamilton
Farmer & Bulloch Co., Gananoque

Roofing Supplies

Barber Asphalt Co., Philadelphia
Canadian Supply Co., Toronto

Ropes

Consumers Cordage Co., Montreal
Independent Cordage Co., Toronto

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield,
England

Saws

Atkins, E. C., & Co., Indianapolis, Ind.
Dixson, Henry, & Sons, Philadelphia

Scythes

Shurley Dietrich Co., Ltd., Galt, Ont.
Thos. Davidson Mfg. Co., Montreal

Screws, Nuts, Bolts

National Acme Mfg. Co., Cleveland
Steel Co. of Canada, Limited, Hamilton

Seiches

The Carborundum Co., Niagara Falls,
New York

Shears, Scissors

R. Heinish's sons Co., Newark, N.J.
J. Wiss & Sons Co., Newark, N.J.

Shovels and Spades

Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware

McClary Mfg. Co., London
Queen City Oil Co., Toronto

Spikes, Railway, Ship or Pressed

Steel Co. of Canada, Limited, Hamilton

Sprayers

Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto

Staples

B. Greening Wire Co., Ltd., Hamilton

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed

Alexander Gibb, Montreal

Steel—Cold Rolled Strip

Morris & Bailey Steel Co., Pittsburg,
Steel Halls

Stencils

McClary's, London, Ont.
The Sheet Metal Products Co. of Canada

Stoves, Furnaces

Burrow, Stewart & Milne Co., Hamilton
Canadian Heating & Ventilating Co.,
Owen Sound

Stoves, Furnace Cement

G. F. Sterne & Sons, Brantford

Tacks

The Steel Co. of Canada, Ltd., Hamilton

Tapes

Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont.

Tie Plates

Steel Co. of Canada, Limited, Hamilton

Tiling—Wall and Floor

The Barton-Netting Co., Ltd., Windsor, Ont.

Timber Jacks

Trevella Bros., Birmingham, Eng.

Tin Plate

A. O. Leslie & Co., Montreal

Toasters

Harkins & Willis, Ann Arbor, Mich.

Tools

The Chapin Stevens Co., Pine Meadow,
Conn.

Trucks

The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Ltd., Sheffield Eng.

Tool Grinders

Luther Grinder Mfg. Co., Milwaukee, Wis.

Valves

Kerr Engine Co., Walkerville, Ont.

Varnishes: See Paints

Berry Bros., Limited, Walkerville, Ont.
Dougall Varnish Co., Montreal

Ventilators

Harris, J. W., Co., Montreal.
Geo. D. Pearson & Co., Montreal

Wires

Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.

Waffle Irons

Griswold Mfg. Co., Erie, Pa.
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster

Manitoba Gypsum Co., Winnipeg

Washing Machines, etc.

J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowless Ltd., Hamilton, Ont.

Wash Boards and Tubs

Wm. Cane & Sons Co., Newmarket

Washers

Steel Co. of Canada, Limited, Hamilton

Wheelbarrows

Meaford Wheelbarrow Co., Meaford,
White Lead

Wholesale Hardware

Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal

Wire Goods, Bright

Steel Co. of Canada, Limited, Hamilton

Wire Goods

Canada Wire Goods Mfg. Co., Hamilton
Wire Goods Co. of Canada, Montreal

Wire Machinery

Ed. Brand, 473 Moss Lane E., Manchester, Eng.

Wire Springs

B. Greening Wire Co., Hamilton
Jas. Steele Limited, Guelph, Ont.

Woodenware

Wm. Cane, Sons & Co., Newmarket, Ont.

Wrenches

Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines



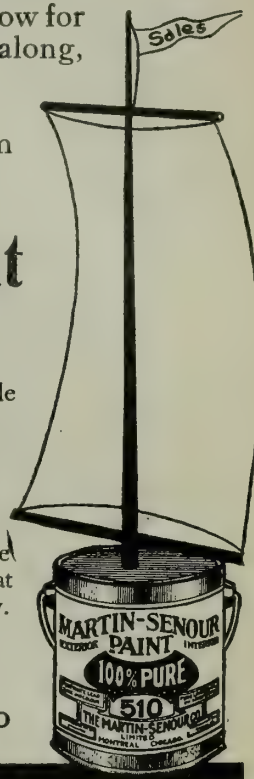
Look to Your Sales

Some paint dealers make sales—plenty of first-class sales, but never seem to get anywhere—business does not grow for them—customers never come back. They drift along, year after year, on the business sea, most of the time in a dead calm—never reaching the port—“Success.” In fact every sale seems to take them farther away from the true course. With

Martin-Senour Paint 100% PURE

the dealer pursues a true course—every sale makes the next sale easier than the first. Put the pennant “Quality” at the mast-head of your business barge, and “Success” will soon be sighted. In other words, Mr. Dealer Man, you’re in a bad boat if you’re tied up to a poor line of paint, and we invite you to get aboard the Martin-Senour boat and do more business and make more money. Write today for sailing instructions.

THE MARTIN-SENOUR CO., Limited
MONTREAL [Pioneers of Pure Paint] CHICAGO



The Varnish That Lasts Longest

This is the slogan of the DOUGALL VARNISH CO., and you will do well to bear this in mind when your customer asks for varnish.

We live up to this slogan and guarantee every gallon of varnish we make. In our new factory, which we are now occupying, we have nothing but the most up-to-date machinery, and our help is the most experienced that it is possible to obtain.

This is the reason that our varnish has won for itself the good reputation that it enjoys, and we are able to say that it is second to none.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST.

J. S. N. DOUGALL, President

MONTREAL

CANADA

Associated with Murphy Varnish Co., U.S.A.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—

2c. per word first insertion.

1c. per word subsequent insertion.

5c. additional each insertion when Box Number is required.

ADDRESS WANTED

HOLDER OF BOX 580, send street address and we will forward replies. **HARDWARE AND METAL**, Toronto.

BUSINESS CHANCES

FOR SALE—Smart little hardware business; good turnover; stock about \$4,500. Must be sold quick; owner going West. Box 593, **HARDWARE AND METAL**, Toronto. (39tf)

FOR SALE—Hardware, stove and tin business. Established over 20 years. Stock about \$5,000. Must be sold at once. Good stand and business. J. D. MURDOCH, Simcoe, Norfolk County, Ont. (38tf)

FOR SALE—**HARDWARE, STOVE AND TIN** business; \$4,500; turnover \$14,000; small town, two railways, Western Ontario. Building can be bought. Box 600, **HARDWARE AND METAL**, Toronto. (46)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Tecumseh. (16tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Allee Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

CCOUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

CCOUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DDOUBLE YOUR FLOOR SPACE.—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGGY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egly Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

SITUATIONS VACANT

TWO A1 experienced salesmen wanted, to sell a high grade line of shears, scissors, razors, strops and cutlery specialties for large manufacturer. One territory, Manitoba and North-West Canada, the other territory, Quebec and Ontario. Only energetic, live and high-class salesmen between the ages of 25 and 45 need apply. Box 598, **HARDWARE AND METAL**, Toronto. (45)

WANTED—First-class salesman with thorough hardware experience; take position at once. J. T. REEVE, 971 Logan Ave., Toronto. (45)

WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—Thoroughly experienced hardware traveller with \$3.00 to take interest in established wholesale cutlery business and take Ontario territory. Salary \$150 per month and expenses. Confidential. Address Box 601, **HARDWARE AND METAL**, Toronto. (46)

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, **HARDWARE AND METAL**, Toronto (24tf)

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FROM NOW TILL THE END OF THE YEAR we offer unusually good bargains in second-hand Typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. THE MONARCH TYPEWRITER CO., Limited, 46 Adelaide Street West, Toronto, Ont.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet, Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

ARTICLES FOR SALE

PLASTER PARIS FOR SALE—We have a quantity of Plaster Paris which we are prepared to offer to the trade at attractive prices. This is a scarce article. Write, phone or wire if you want any. JOHN BAILES & SONS, Oshawa, Ont. (45)

SITUATIONS WANTED

A FIRST-CLASS SALESMAN, with ten years' experience in hardware and kindred lines, giving up travelling, will be open for a position as sales-manager or buyer on January 1st anywhere in Canada. Box 599, **HARDWARE AND METAL**, Toronto. (43)

ADVERTISER having thorough practical knowledge of hoop, strip, bar and rod manufacturing, seeks position, or would like to meet influential gentlemen with view to organizing rolling mills. Apply Box 74, **HARDWARE & METAL**, 88 Fleet Street, London, England. (45)

SALESMEN WANTED. Owing to the transferring of some of our best salesmen to foreign sections, and others to the sales work on our new Filtration System and Meter proposition. The first of the year we shall want a number of high grade salesmen to work on the General Store Trade and Public and Private Garages. This work requires good salesmanship and hard work, but is very pleasant and profitable for such men as can meet these requirements. Our goods are well known everywhere, and of the hundreds of thousands of users, there are few that would think of being without our outfit for double what they cost them. That our salesmen like their work and it is profitable for them is proven by the fact that they remain with us, many of our first successful salesmen still being with us after twenty-five years of service. We find in working the Store trade that frequently a good, live grocery clerk, who knows how to sell goods and is not afraid of work, is a big success in our line. We also find that grocery salesmen, hardware salesmen and salesmen in other lines, calling on the General Store trade, are very successful with us. We will have territories vacant in many sections of the country, and have splendid opportunities for a number of the right sort of men. Correspondence should be directed to D. A. Corey, General Sales Manager, Fort Wayne, Indiana.

S. F. BOWSER & COMPANY, INC.

Satisfy Your Customers

by handling a line
of Glass that will
give satisfaction
every time.

Glass of Quality

Our Prices Are Right

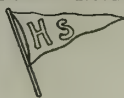
We Ship Promptly

The Consolidated
Plate Glass Co, of
Canada, Limited

TORONTO
241 Spadina Ave.

WINNIPEG
Balmoral St.

MONTREAL
30 St. Sulpice St.



Symbols of Progress



- 11 Every fact has a corresponding symbol. All knowledge is crystallized in either marks or sounds. The words we speak are only symbols with which to make the other man understand what we are driving at — and unless he recognizes the symbol he is left in the dark.
- 11 Progress is really a multiplication of symbols. The more we know the more signs we make. The symbol of progress in paint and varnish manufacture is the sign of the



of Howe Bros Limited Toronto.

- 11 The little Blue Flag is new in Canada, but it has been the "Standard" at the van of paint progress in the United States since 1862.
- 11 We live in the "Age of Progress"; and if you would keep in the eye of the public you must forget the things of the past and press forward. Many a business career has been dwarfed by too much dwelling on the past — lamenting over the "has been"; or satisfaction with the things that were.
- 11 This is the era of successful selling — business building. Our salesmen have something new to say to you about paint and paint selling — something well worth your attention. Our story of Paint, Progress, Publicity, and Profit will interest any live dealer who is not married by habit to the ways of the past.
- 11 Send us a post card and learn about the "High Standard" way of business building.

Howe Brothers Limited

Temporary address — 261 King St West, Toronto —

Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that **QUALITY** is more important than **Price**. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

The Sherwin-Williams Co., Montreal, Canada
 International Varnish Co., Ltd., Toronto Canada
 Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada
 British American Paint Co., Victoria, B.C.
 Mount Royal Color and Varnish Co., Montreal, Canada
 James Robertson Co., Ltd., Toronto, Canada
 Sanderson Percy Co., Ltd., Toronto, Canada
 Stewart & Wood, Toronto, Canada
 Martin-Senour Company, Ltd., Montreal, Canada

NAME OF BRAND

"Taxite"

"Klensa"

"Expedite"

"Bapoo"

"Scrape-off"

Robertson's Paint and Varnish Remover"

"Devolite"

"Solve"

"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
 NEW YORK, N.Y.

It pays to handle goods of a manufacturer who considers your business when making his selling plans.

Is Quality a Selling Point?

HAVE you "quality selling efficiency"? Can you tell a customer, "The finish will last, because the varnish was made by the World's largest makers of quality varnishes, Pratt & Lambert—Inc."

Can you talk the "economy of quality"? Such varnishes as Pratt & Lambert are cheapest in "*net cost*"—work so easily—go so much further. Can you show the "after cost economy," because fewer refinishing are required—and a single refinishing saved, will pay for the good varnish?

When you sell varnish do you feel like a horse thief, fearing the job will go wrong—the customer come back, causing embarrassment—refund of money and a lost customer?

It would be worth a whole lot to protect yourself against these things. Isn't that so? Then think; there's more profit on Pratt & Lambert Varnishes than on inferior varnishes—and steady ready-made sales for you through Pratt & Lambert advertising. *Sell quality.*

Write today for prices and terms.

PRATT & LAMBERT-Inc.

VARNISH MAKERS

24 COURTWRIGHT STREET, BRIDGEBURG, ONTARIO

NEW YORK

BUFFALO

CHICAGO

FACTORIES
 BRIDGEBURG, CANADA

LONDON

PARIS

HAMBURG

GREENING

GREENING'S WIRE ROPE

is the best for elevator, haulage or other strenuous uses.

All wire is subjected to the severest tests before being made into rope, and you have our positive guarantee on every piece of rope you sell.

The hardwareman who is strictly up-to-date should handle our line, as the large profits will appeal to him.

If you haven't a Greening Catalogue, write for it, as it gives some information that will interest every hardware dealer.

**The B. Greening Wire
Company, Limited**

HAMILTON

MONTREAL

GREENING

Aggressive Dealers

can control the
varnish trade
of their district
by featuring



ELASTICA
TRADE MARK

Floor Finish

Its free working properties, covering capacity and permanent brilliant finish have made it a prime favorite with the consumer.

"Elastica" won't mar, scratch or turn white under the action of water. It is extremely pale and very durable.

A line to recommend with complete satisfaction.

Send for details of our full range of Varnishes, Japans, Enamels, and Wood Stains.

All International Products are put up in full Imperial Measure Cans.

**INTERNATIONAL VARNISH CO.
LIMITED
TORONTO**



Canadian Branch of
Standard Varnish
Works.

New York
Chicago
London
Berlin
Brussels

Moore's Impervo Finishes



A line of high-grade varnishes for various purposes.

Spar Varnish for Marine Work. Elastic Floor Varnish for Floors.
Fine Rubbing Varnish for Rubbing and Polishing, etc.

Moore's Impervo Finishes are a line of high-grade Varnishes made especially to suit the requirements of the critical painter and wood finisher.

We assure the trade that in the manufacture and sale of our Impervo Varnish line we shall adhere strictly to our well-known policy of producing the very best goods and selling them at reasonable prices, eliminating all unnecessary expense in the manufacture and marketing of our products, in order that they may reach the consumer at the lowest possible price consistent with quality.

Send along for details to-day.

BENJAMIN MOORE & CO., Limited
 NEW YORK WEST TORONTO CLEVELAND, CHICAGO

SOME OTHER LEADING LINES ARE

MOORE'S FLOOR PAINT, MURESCO, SANI-FLAT, TILE-LIKE HOUSE COLORS, MOORAMEL

Write for color cards and prices.

Leaded Art Glass

Have you a copy of our Leaded Art Glass Catalogue — contains large numbers of up-to-date colored designs?

==
 WRITE US
 ==



Thorne Hold Fast Metal Store Front Bars

Special Catalogue, dealing entirely with store front construction, mailed on request.

==
 WRITE US
 ==

The HOBBS MANUFACTURING CO., Ltd.

Factories and Warehouses: LONDON TORONTO MONTREAL WINNIPEG

Products That Sell In The Winter

Get ready for winter, before winter gets ready for you. Right now is the time to prepare for the demand—before the demand arises. No use in waiting until you have to turn customers away. Get ready **NOW**.

The demand for Clark Heaters is beginning. In every carriage, wagon, sleigh and automobile is a place for a Clark Heater.

The public will naturally ask for "Clark's," because they are made from best materials, have no soldered joints, no screws to get loose. Every joint is solidly riveted.

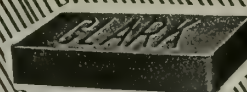
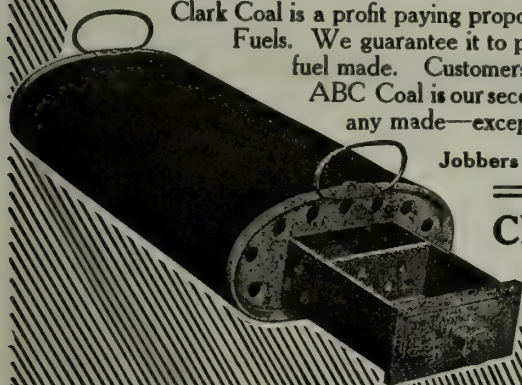
Clark Heaters and Clark Coal

Clark Coal is a profit paying proposition. Unquestionably the King of Heater Fuels. We guarantee it to produce 25 per cent more heat than any other fuel made. Customers buy this coal—guarantee or no guarantee. ABC Coal is our second grade fuel. Guaranteed to be the equal of any made—excepting our Clark Coal. Prices are interesting.

Jobbers sell these—or write for 1910-1911 Catalog.

Chicago Flexible Shaft Co.

250 La Salle Ave., Chicago



Liberal Advertising all the time makes Clark Products the Dealers' Line



WE WANT DISCONTENTED MEN

that is to say, men who know they could make more money if they had the chance.

HERE IS THE CHANCE

If you will be our circulation solicitor for MacLean's Magazine, we will pay you a good commission on each new subscriber you get as well as on every renewal. You can do the work in your spare time, unless, like many of our successful solicitors, you find it pays to give whole time and attention to it.

ARE YOU PREPARED?

THE MACLEAN PUBLISHING COMPANY

143-149 University Avenue

::

TORONTO, CAN.

*Whenever you
Want*

TO SELL A BUSINESS

BUY A BUSINESS

HIRE A CLERK

LOCATE A NEW POSITION

or get into touch with the whole hardware trade for any other purpose—try a Hardware and Metal Want Ad.

Rates. payable in advance:

2 cents per word first insertion

1 cent per word subsequent insertions

5 cents additional each insertion when box number is required.

*For a few cents
you can introduce your pro-
position to nearly everyone
interested in the Canadian
Hardware Trade.*

ERNEST STEVENS LIMITED, STOUR WORKS, CRADLEY HEATH, ENGLAND

MANUFACTURERS OF

"Judge Brand"



HOLLOW-WARE



Patent Tubular Handle



Patent Tubular Handle



Patent Tubular Handle



Fall Handle

If you are buyers of hollow-ware you cannot afford to pass "JUDGE BRAND" Enamelled, Tinned, Galvanized, Japanned, and Burnished Wrought Steel Hollow-ware. Therefore see to your stocks in readiness for the ever-increasing demand for the world-renowned "JUDGE" BRAND Tinned and Enamelled Tea and Stove Kettles.

SUPERIOR ENAMELLING.
FIRST-CLASS QUALITY AND FINISH

SOLE CANADIAN REPRESENTATIVE:—

JAMES A HENDERSON, METALS & HARDWARE, 234 BOARD OF TRADE BUILDING, MONTREAL, where a full range of our samples may be seen. Illustrated catalogues may be obtained on application with prices and discounts, duty unpaid and duty paid.

Small Orders can be enclosed to Montreal



Armstrong Ratchets

The Best and Most Complete Line Made
Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



OUR NEW LINE



SHORT RATCHET
For Morse Taper.

UNIVERSAL RATCHET

Each Ratchet
is packed in a
Cardboard Box.

DEALERS!

Do you want the
Best Made, Best
Packed and Best
Advertised
Ratchets?



Two inches of motion at end of
handle, IN ANY DIRECTION,
will drive the Drill.

Patented Nov. 8, 1898,
Sept. 29, 1900.

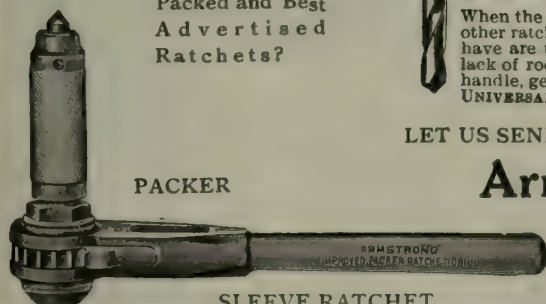
When the
other ratchets you
have are useless for
lack of room to move the
handle, get an "ARMSTRONG
UNIVERSAL" and it will do the job.

LET US SEND YOU A CATALOG

"STANDARD" REVER-
SIBLE RATCHETS

"Hard-to-Please"
USERS prefer
ARMSTRONG
RATCHETS

They stand
the racket.



PACKER

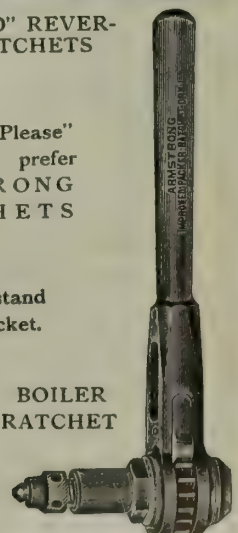
SLEEVE RATCHET

Armstrong Bros. Tool Co.

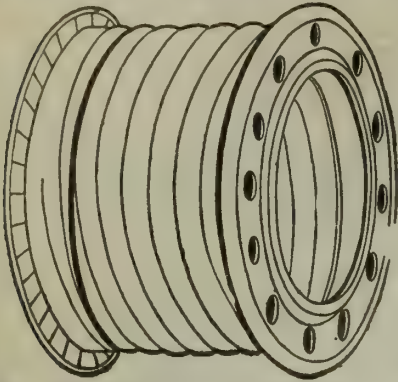
"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.

BOILER
RATCHET



O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal



Oakey's

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

NEW ERA PAINT IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED

WINDSOR,

:

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ONTARIO



\$39.00 WHOLESALE PRICE

will bring in your home the nice 9-20 STEEL RANGE complete with HIGH CLOSET and RESERVOIR. Buy direct.

Write for circulars to

The C. H. Lepage Co., Limited, QUEBEC, Canada.

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.



HIS is the Trolley Hanger Your Customers ask for.

They have seen them on their neighbor's barn—observed the easy operation, the excellent, substantial construction.

"Richards Trolley Hangers" stand for the very best in door hanger construction. We know how to make them. You push Richards Trolley Hangers.

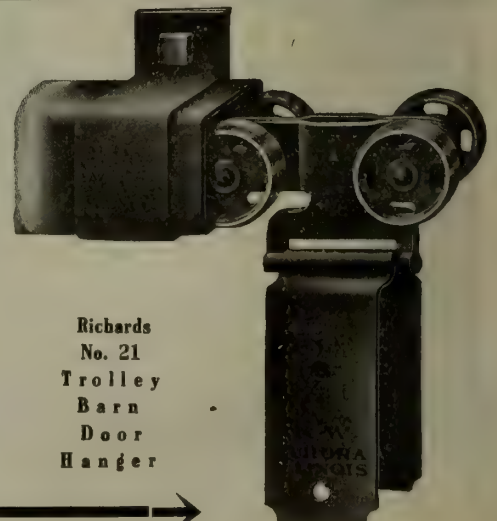
They bring a profit for you.

Shall we send catalogs and attractive prices?

Richards-Wilcox



MANUFACTURING CO.
AURORA, ILL. U.S.A.



Richards
No. 21
Trolley
Barn
Door
Hanger



INVALID CHAIR

The divided leg-rest chair shown in the cut has wheels and metal work of steel and malleable iron, has a frame of best hard-

wood, while seat, back and front, are of cane webbing. The comfort and ease that it brings to the invalid and the splendid wear, resulting from the use of sturdy materials, make it a readily-sold chair.

The Gendron Mfg. Co., Limited

DUCHESS STREET, - TORONTO, ONT.

"ATLAS" MANILLA FLINT PAPER

A FLINT PAPER MADE IN ENGLAND AND ESPECIALLY PUT UP FOR THE CANADIAN TRADE, IN STYLE OF PKGS. & NUMBERS

"ATLAS" MANILLA FLINT PAPER

IS GUARANTEED EQUAL TO ANY FLINT PAPER MADE. ONLY HIGHEST GRADE OF FLINT, GLUE AND MANILLA PAPER USED

"ATLAS" MANILLA FLINT PAPER

IS NOW BEING HANDLED BY THE "PROGRESSIVE" DEALERS, AND USED BY THOSE NOT IN A "RUT."

"ATLAS" MANILLA FLINT PAPER

CAN BE RECOMMENDED TO YOUR TRADE AND SHOWS A "REAL PROFIT."

"INSIST ON "ATLAS" BRAND."

Samples and prices from your Jobber

The London Emery Works Co.

LONDON, ENG.

SOLE CANADIAN AGENT

W. FRANK MURPHY

55 ST. FRANCOIS XAVIER ST.
MONTREAL, CAN.

An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

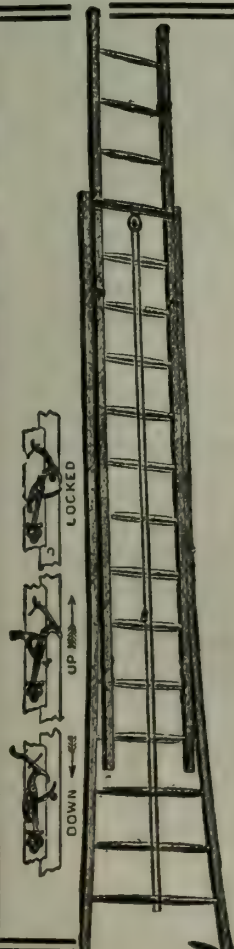
It is the safest and most convenient ladder for painters and contractors as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The
Stratford Mfg. Co.
Limited
Stratford - - Ontario

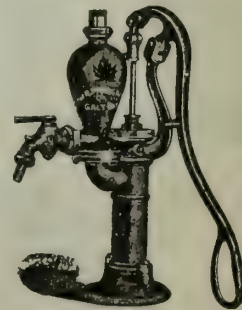


More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

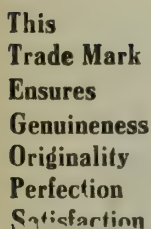
"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

THE R. McDOUGALL CO., Limited

GALT, CANADA



ANCHOR BRAND



**NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

Manufacturers of

FERRONA
PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

**Also Dark Blue, P.C.R. and C.A.
Sheets, also Galvanized Canada
Plates.**

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

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**Reputation gained by long years of vigorous,
conscientious and successful work.**

THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers,
and structural metal workers
have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - - - ONTARIO

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS

guaranteed by our reputation for fair dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

"A BUSINESS GETTER"

Princess Carts Fit for the Child of a King. Carts on which we use our New Automobile Top, which will clinch a sale for you nine times out of ten, and will do away with the competition which you are no doubt having. Let us ship you a sample order.

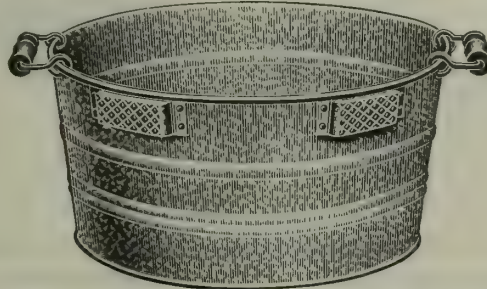
IMMEDIATE SHIPMENTS.

GODERICH WHEEL RIGS LTD., GODERICH, CAN.



GALVANIZED GOODS

Our Galvanizing process gives a finish which is BRILLIANT and PERMANENT. No ROUGHNESS, SCALING or BARE SPOTS. Order samples of these three staple lines and SEE for YOURSELF.



E. T. Wright & Company, Hamilton, Canada

(H. G. WRIGHT)

AGENCIES AT VANCOUVER, WINNIPEG AND TORONTO

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

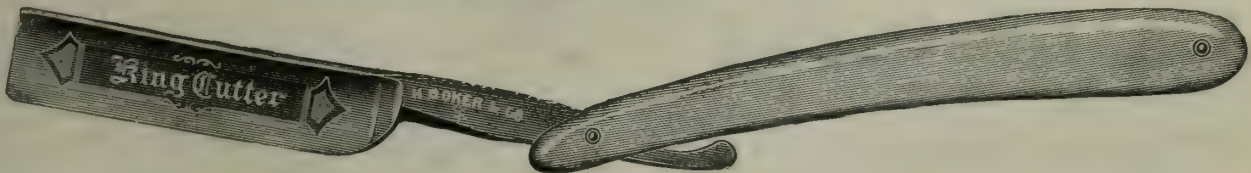
GALT, ONTARIO

and

VANCOUVER, B.C.

It's a Pleasure to Shave With a Boker Razor

The durability of Boker's razors is surprising to the man who has not used one before.



All of Boker's "Tree" Brand Razors we will fully and unconditionally guarantee to shave to perfection every day for five years, giving two thousand of the most pleasing, refreshing and satisfactory shaves. And at the end of five years of real pleasant shaving, we guarantee that your razor will be as good as new. We recommend you to use with Boker's razors a clean block stop before and after each shave. A strong, wiry beard and a delicate, tender skin form a combination that just suits the Boker Razor.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

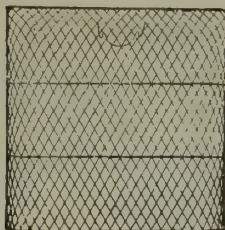
We are Headquarters for
SPARK PROOF FIRE GUARDS.

You will make no mistake in carrying
a stock of our standard sizes of
Spark Proof Fire Guards.

Our line is complete and of the Highest
Quality and
Strictly Up-to-
date. Do not
fail to get our
prices before
ordering.



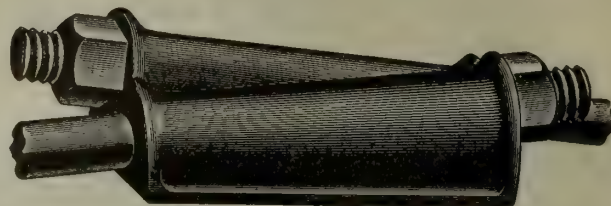
Send for
Illustrated price
list



CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.
We Solicit Your Inquiries.

TANK LUGS



For bands on Water Tanks, Silos, Penstocks, Kilns, etc.
Round from $\frac{3}{8}$ to $1\frac{1}{2}$ inch, also for flat bands up to 6 inches.
Best Malleable Iron. Prompt Shipments.

Otterville Mfg. Co., Limited,

**OTTERVILLE
ONTARIO**

**Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts**

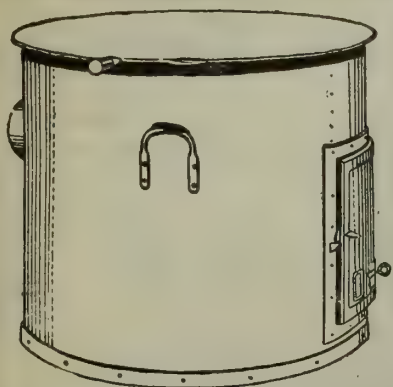
Uniform Product, Accurately Machined

**CANADA FOUNDRY COMPANY
LIMITED**

**MONTREAL
HALIFAX
OTTAWA**

**HEAD OFFICES
TORONTO
CANADA**

**WINNIPEG
VANCOUVER
ROSSLAND**



**Erie Steel
Feed Cooker**

These cookers are in-
dispensable to farmers,
butchers or stockmen.
Grains that are useless
for other purposes, by the
use of the cookers are
made as valuable as the
best marketable product.
Made in 7 sizes for burn-
ing wood. Nos. 20, 30, 40,
60, 75, 90, 120. Grates for
burning coal supplied
when ordered.

Made by **ERIE IRON WORKS, Limited** ST. THOMAS,
ONTARIO

SOLDER

ANTIMONY TIN LEAD

Prompt delivery from stock

Tallman Brass & Metal Co.
HAMILTON, ONT.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

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CAPITAL	-	-	-	-	\$1,400,000.00
ASSETS	-	-	-	-	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	-	-	-	-	29,823,820.96

WESTERN Incorporated
1851
**ASSURANCE
COMPANY**

**FIRE
AND
MARINE**

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - \$ 3,000,000.00

Losses Paid Since Organization
of the Company, over - - 54,000,000.00

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W. B. MEIKLE, General Manager
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TWINWORKS

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F. W. Lamplough & Co., 9 DeBresoles St.,
MONTREAL



TRADE
U T I C A
REG. U. S. MARK PAT. OFFICE

on a plier gives the lineman a feeling of security. There are times when his life depends upon the quality of his plier. Sell the Quality line and make satisfied customers.

Utica Pliers and Nippers are guaranteed. Plier Palmistry on request.

UTICA DROP FORGE & TOOL CO.,
UTICA :: N.Y.
CANADIAN AGENTS:
Smith Hardware Co., Montreal

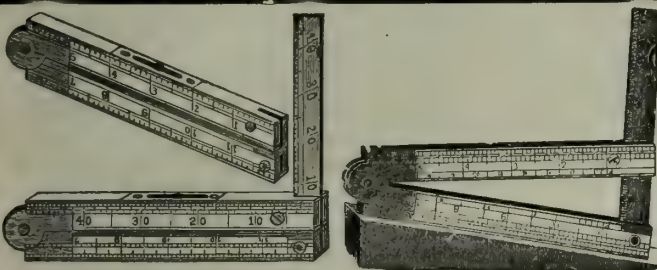


YOU ARE SURE OF THE TOP
with our
**SWEDISH "NEVER TURN"
POLE CLIMBER, No. 553.**

ALL KINDS LINEMEN'S TOOLS
Our No. 417 **SPLICING CLAMP**
is the **BEST.**

Money back if not satisfactory.

Smith Hardware Co., Ltd.
240 Lemoine Street, MONTREAL, QUE.

STEPHENS' PAT. COMBINATION RULE
Level,
Square and
Slope Level, etc., etc.
A Fine Tool.

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

ENGLISH GLUES

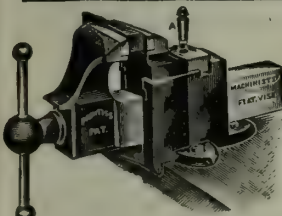
Over fifty years' experience in the manufacture of
Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application. Supplied through Merchants, Jobbers, etc, only.

THE GROVE CHEMICAL CO., LTD.
ESTABLISHED 1856 Appley Bridge, Wigan, Lancs. England

Do Not Be Misled by Inferior Imitations.

There is but one



**PRENTISS
VISE**

Made by
Prentiss Vise Company
Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK
Sole Agents for Canada: A. Macfarlane & Co., Corstine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neaf & Co., 112 Queen Victoria St., London, E. C.

WALL PLASTER

PLASTER BOARD--THE COMBINATION
GOOD RESULT LATH.

"Empire" Woodfibre Plaster, "Empire" Cement
Wall Plaster, "Empire" Finish Plaster, Gold
Dust Finish Plaster, Trowel Plaster of Paris
and other Gypsum Products.

Shall we send you plaster literature?

Manitoba Gypsum Co., Limited
WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* ✠
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

Jonathan Crookes & Son
Sheffield, England

Corporate Mark
Granted 1780



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

FEED COOKERS.



When in need of cookers for boiling Feed, just drop a line to

The James Bros. Foundry Co.
PERTH, ONT.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

MOOSE JAW

Whitlock & Marlatt

Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

BUILDERS' SUPPLIES.

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GALVO FILTER & STERILIZER
Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
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All Foundry Supply Jobbers.

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The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
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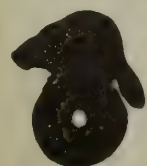
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MAKES EVERYTHING GLITTER
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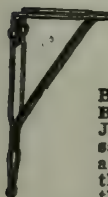
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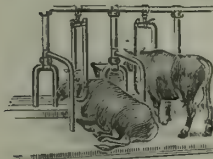


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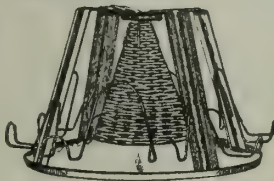
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WE MAKE A SPECIALTY OF
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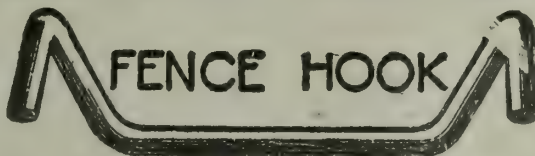
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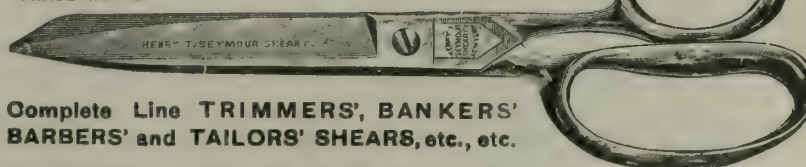
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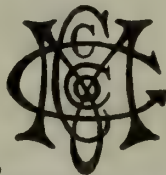
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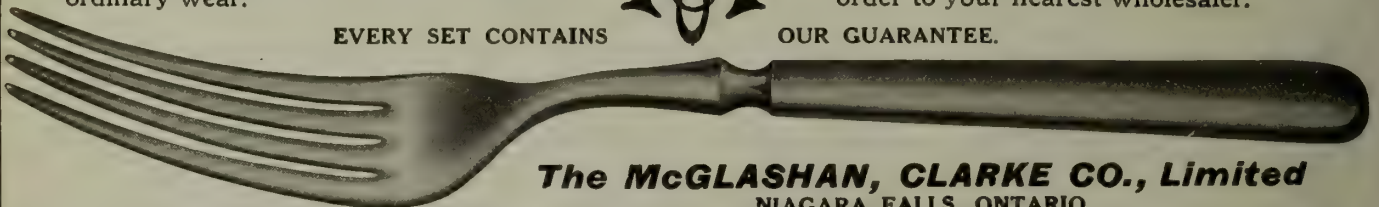
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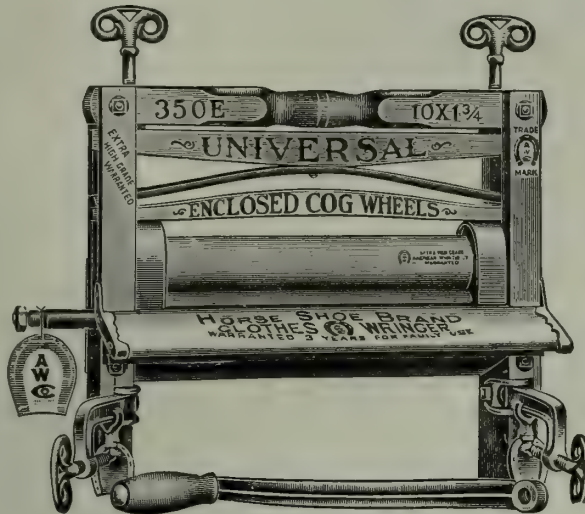
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Special Sizes for Laundry Use.



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Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
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Our Halter Chain can now
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galvanized rust-proof finish.



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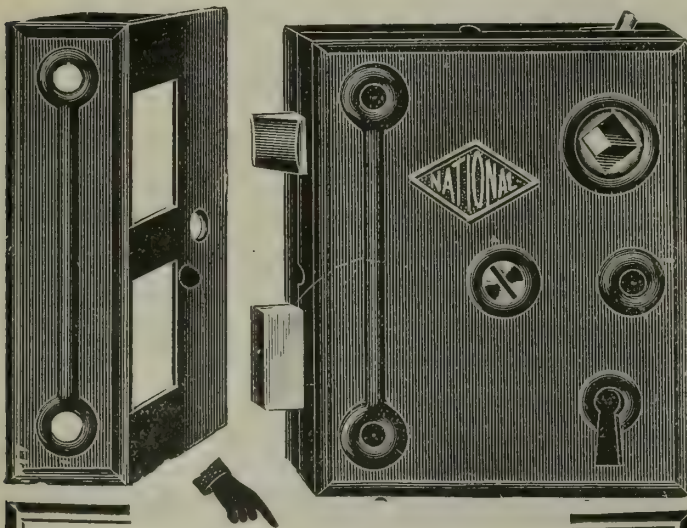
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are two of the features that make the National Steel Rim Locks popular with every user.

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Assure good value with every sale.

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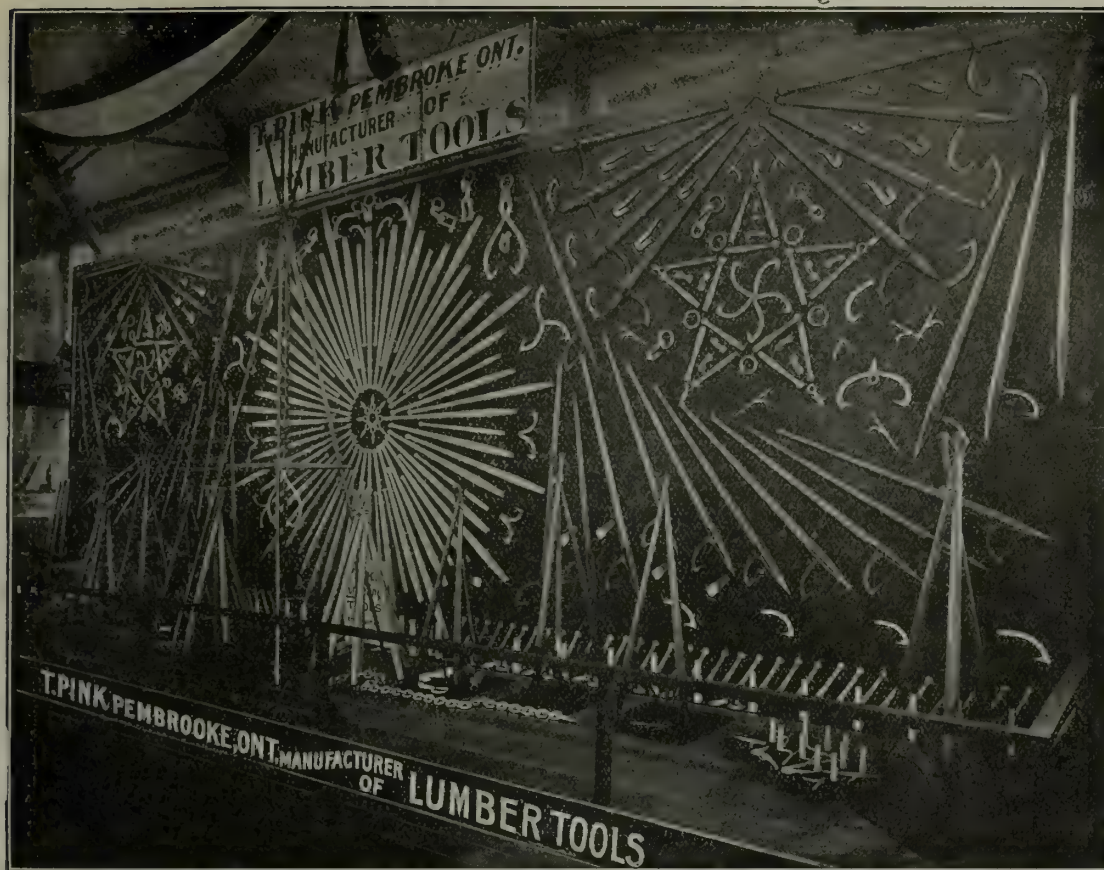
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Go out in your shop and ask the man at the tool. He's the man who uses your drills—the man who *knows*. What kind of drill efficiency have you been buying? *He* can tell you.

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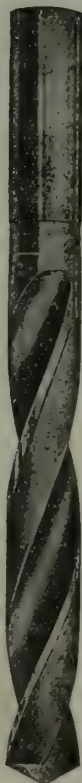
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But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

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No. 190

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U.S. Factory, Indianapolis, Ind.

WHEEL BARROWS

for Every Purpose

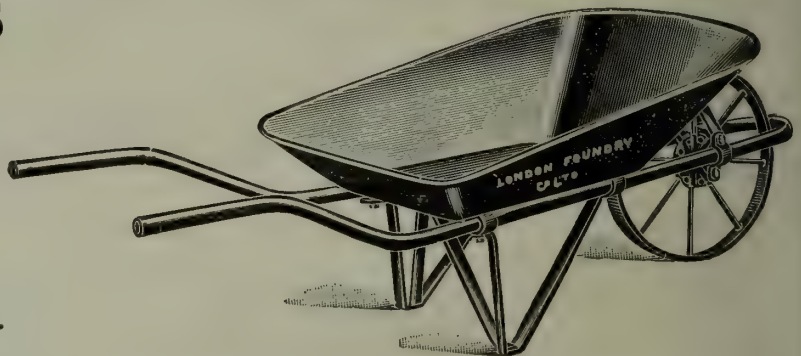
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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

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Prompt shipment.

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These are the points that make our line most popular among players.

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Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

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The best way to get good air is by the use of our

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They have been tried all over Canada, and have never failed to give complete satisfaction.

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Yours truly,

J. E. Wilson, Limited

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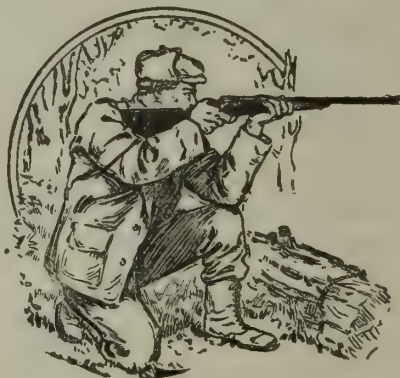
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Draw a bead on your stock of "ROSS" RIFLES

Don't Let Xmas

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You will miss
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ROBERTSON

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OUR
PRICES



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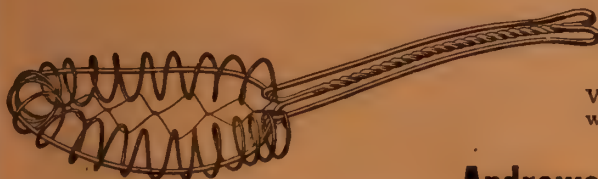
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Twelve Medals

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"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service,
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5 Cwt. Casks.

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No price-cutting competition on this patented grinder. The retail price is established and maintained. Equipped with genuine Carborundum wheels and pays for itself by saving time and tools, and makes all work easier. Liberal profits, big seller to farmers, shops, mechanics, carpenters, contractors, etc.



Farm Special Outfit

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25 times faster than Grindstones
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No need of cooling with water, no danger of drawing temper from tools. Built like a high-grade lathe, hand and foot power.

35 Styles, with Attachments

A style for every use—special attachments enable inexperienced persons to sharpen chisels, twist drills, discs, saws, etc.

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VOL. XX-II.

PUBLICATION OFFICE: TORONTO, NOVEMBER 11, 1911

NO. 45

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CELEBRATED
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BRAND CUTLERY.
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Galvanized Iron

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Our goods are all guaranteed to meet the requirements of the most critical user.

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Or No. 500A, etc.—Same Sets, Gunmetal Finish	5.50
Or No. 500B, etc.—Same Sets, Gold Plated	6.00
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RAZOR CO. OF
CANADA,
LIMITED.**

**Office and Factory—
63 St. Alexander St.,
Montreal.**



No. 505 Pocket Edition-Leather Case.



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No. 500. Pocket Edition Metal Case.

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combined with price,
you cannot do better
than to buy

B. H. & L. Mfg. Co.'s

line of

Builders' Hardware

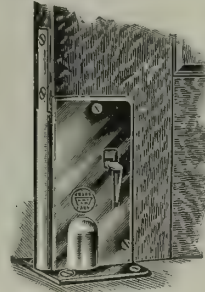
We especially re-
commend to you our
bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED ONTARIO



TRADE BUILDING

Have you a stock of Spring Hinges that
have distinctive selling features which your
salesmen can offer and which would make
the prospective purchaser
buy them and no other?



**Chicago "Relax"
Spring Hinges**

are in great demand. They
are substantial in construc-
tion and readily applied.
The **EXCLUSIVE FEAT-
URE** of spring action
release, allowing the door
to be placed at any desired position and auto-
matically re-engaging when the door is
closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes
the most complete line of Spring Hinges manufactured.

Chicago Spring Bolt Company,

CHICAGO



NEW YORK

These Two "YANKEE" TOOLS

are Catching the Mechanics

Same tool as the popular No. 30, but
with a Spring inserted in the Handle
to drive the spindle back quickly,
ready for the next push. A great
advantage for overhead work or
where only one hand can be
used. Takes all the Attach-
ments used in the
No. 30.

**Quick Return
No. 130**



**"YANKEE"
Push Brace No. 75**

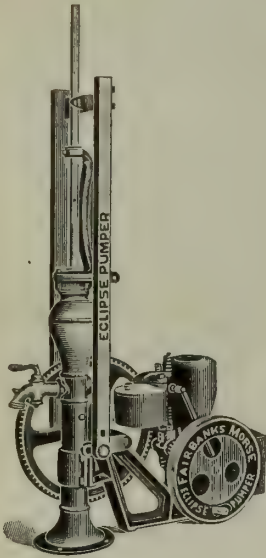
Bores $\frac{3}{8}$ " holes in any kind of wood
in half the time of a Bit-Brace and
does it easier. Drives and draws screws---
takes all the small tools and works in close quar-
ters where a Bit-Brace cannot be used. Bearing down
on the Handle drives it with that quick and easy motion of
the "Yankee" Spiral Driver. **These Are the Coming Tools.**

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

More Water for Less Money



Q Would you pump water from a deep well for two cents per hour? That's what the "ECLIPSE PUMPER" does right along. Neither does its usefulness end there. The engine is easily disconnected from the pump and is all ready to turn the cream separator, run your grindstone or grind your feed, etc. The "ECLIPSE PUMPER" is a practical, guaranteed "Fairbanks-Morse Engine."

Every hardware dealer should carry them and a letter to our nearest branch will bring you our catalogs and our special terms to agents.

The Canadian Fairbanks-Morse Co., Ltd.

FAIRBANKS STANDARD SCALES—FAIRBANKS-MORSE GAS ENGINES—SAFES and VAULTS

Montreal, Toronto, Winnipeg, Vancouver, Calgary, Saskatoon, St. John

The S.M.P. Combination Steamer and Sauce Pan



Made in "Diamond" and "Pearl" Enamel Ware

An indispensable cooking utensil, economizing fuel, space, and labor in the preparation of meals.

No. - - - - - 1000

Inches - - - - - $6\frac{1}{2} \times 10\frac{1}{8}$

Case Lots, Dozen - - - - - $\frac{1}{2}$

Prices on application.

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

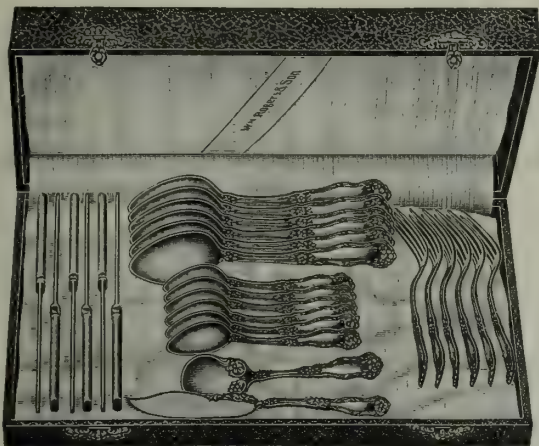
TORONTO

Winnipeg

BLACK DIAMOND

BLACK DIAMOND

Do You Sell CUTLERY and SILVERWARE ?



We suggest that you do not delay longer in placing your order for your full requirements. Every indication is for a brisk Christmas and Holiday Trade; and people are examining stocks for possible presents to be bought a little later.

Make Yours the Attractive Line and You will get the Biggest Share of this Profitable Business

Send for Our
No. 43
Cutlery Catalogue.

Send for Our
New
"WANT BOOK"

Both sure to be of interest and profit to you in selecting your stock.

Black Diamond	-	-	} Carvers
Joseph Rodgers & Sons	-	-	
Alfred Williams	-	-	
Wostenholm and other brands	-	-	

Wm. Rogers & Son "AA"	-	} Silver Plated Ware
Rogers Bros. "1847"	-	
and other brands	-	

Black Diamond,	-	-	} Butcher Knives
Joseph Rodgers & Sons,	-	-	
Joseph Smith & Sons,	-	-	

Black Diamond { Straight and Bent Shears, Ladies' Embroidery, Manicure and Fancy Scissors.



FANCY EMBROIDERY.

Actual size cut of No. 5051.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

EASY SELLERS

Your Orders for
Door Checks

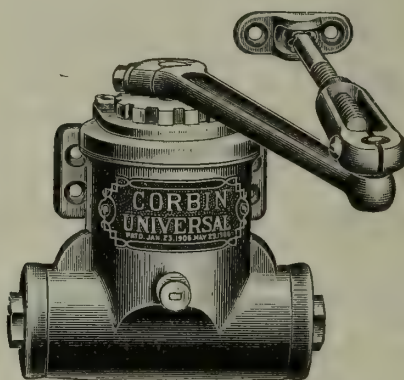
should be in our hands
NOW

DO NOT PUT IT OFF ANY LONGER

Include

**Corbin Universal
Checks**

With Your Assortment



ALWAYS IN ORDER

Every

Corbin Check

Sold is an Advertisement for
Your Store

¶ The Corbin Universal Liquid Door Checks are in as great demand this season as ever.

¶ If you are not handling these checks you are losing easy money.

¶ Order a few as samples. You will sell them and order more.

Easiest Working Checks on the Market

WE SHIP PROMPTLY

WRITE FOR PRICES

WE SHIP PROMPTLY

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND METAL MERCHANTS



MONTREAL

-

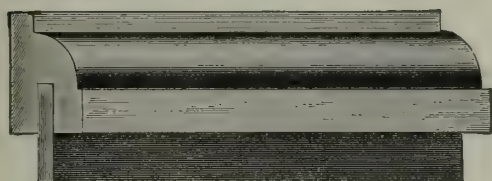
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CANADA

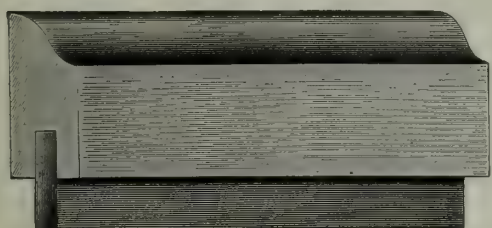


WEATHER STRIP

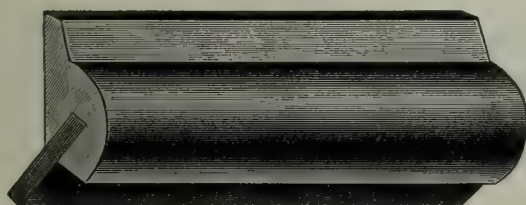
That Will Keep Out the Cold



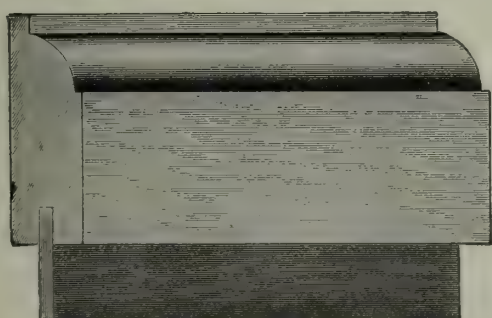
No. 61—Hardwood Moulding with felt strip inserted for lower sash of windows.



No. 61 1/2—Hardwood Moulding with felt strip inserted for sides and tops of doors.



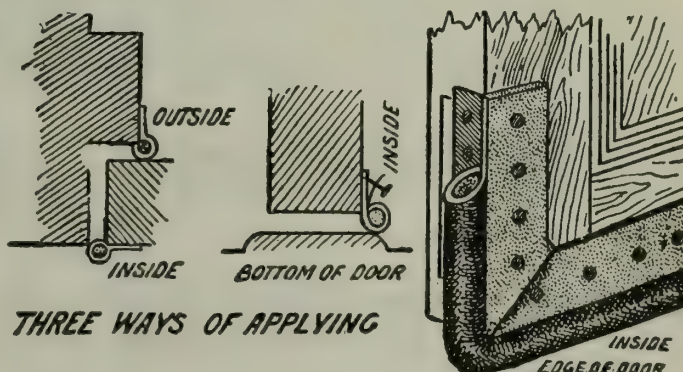
No. 62—Hardwood Moulding with felt strip inserted for centre of windows and doors.



No. 64—For bottoms of doors.



FROST KING strip is made from moisture-proof felt. Put up 25 feet in a box.



THREE WAYS OF APPLYING

Easily applied to any door or window.

Rubber Draught Tubing
ALL SIZES.

Caverhill Searmont & Co
MONTREAL

The
Steel Company of Canada
Limited

Soft Basic Open Hearth
S T E E L B A R S

Excel in Toughness, Softness, Strength,
Ductility and Ease of Welding.

HORSE SHOES

HORSE NAILS

W R O U G H T P I P E

MERCHANT, BLACK and GALVANIZED

WOOD SCREWS

MACHINE SCREWS

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods,

WIRE OF ALL KINDS :: FIELD FENCING
PUTTY, SHOT, LEAD PIPE, WHITE LEAD

District Sales Offices:

Hamilton

Toronto

Montreal

Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.

How About Skates ?



Our trouble last year was to keep pace with the demand. The more customers anticipate holiday requirements the better we shall be pleased. We specialize on Sporting Goods of known quality—the kind that give satisfaction.

Order Now.

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE

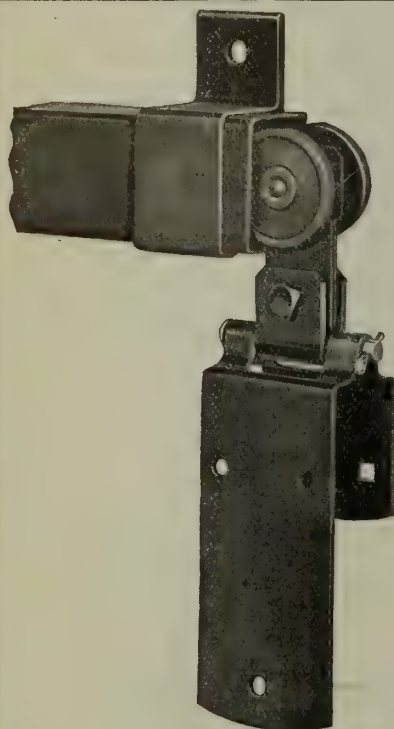
TORONTO

We Ship
Promptly.

Graham Nails are the Best.

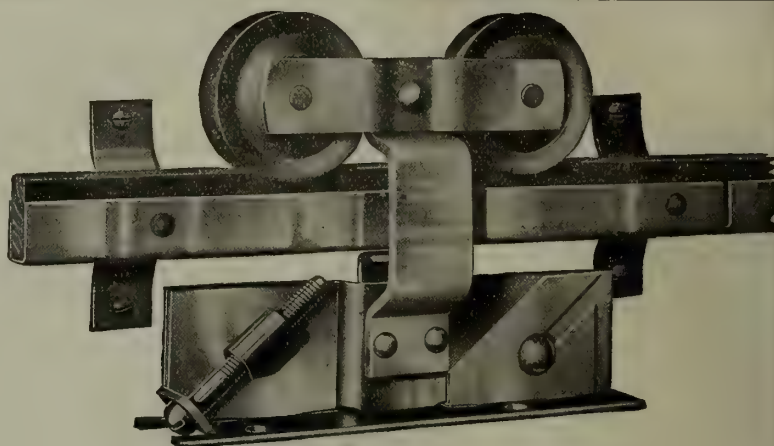
Our Prices
are Right

Hatch Hangers



TROLLEY HANGERS, TRACK
and BRACKETS for Ware-
houses, Garages, etc.

**HATCH
HANGERS**
are the best
sellers and
make you
more profit
than any
hangers in
the market.
Apply for
the agency.



PARLOR-DOOR HANGERS
Double Sets, including 14 ft. Track.
Single " " 8 " "

WESTERN-DISTRIBUTORS

MARSHALL, WELLS CO., Winnipeg, Manitoba
WOOD, VALLANCE LIMITED, Winnipeg, Manitoba
ROSS BROTHERS, LIMITED, Edmonton, Alberta
A. McBRIDE & CO., LIMITED, Calgary, Alberta
WOOD, VALLANCE & LEGGATT, Vancouver, B.C.
McLENNAN, McFEELY & CO., LTD., Vancouver, B.C.
W. S. FRASER & CO., Victoria, B.C.

CANADA STEEL GOODS CO., Limited
HAMILTON, - CANADA



METAL CEILINGS and SIDEWALLS

The best made at any price.

Decrease the cost of interior construction.

Increase Fire Protection, Sanitary Conditions and
Artistic Effects in any Building, Public or Private, in City
or Country.

A large variety of attractive designs to choose from.
Quality and Durability above the average.

SEND MEASUREMENTS FOR ESTIMATE

McFARLANE, DOUGLAS CO., Limited, 250-260
Ottawa, Slater Street
Ont.

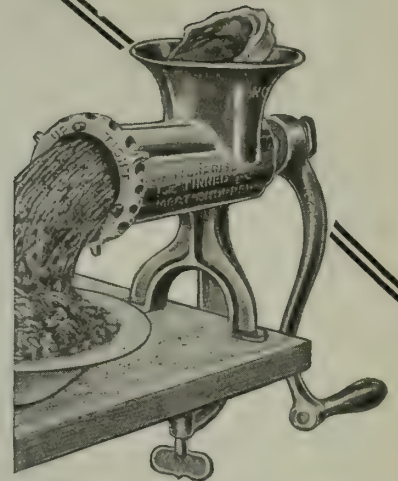
You Can Sell More Enterprise Goods

There's a big unsupplied market for Enterprise specialties right at the door of your store.

Do you realize that every family that buys from you would be better off if it owned an Enterprise Meat and Food Chopper? That this is a *necessary* part of the kitchen equipment?

Do you realize that every farmer who raises hogs can make more money on them if he owns an Enterprise Sausage Stuffer and Lard Press?

Push these two sterling sellers and see your profits grow. You know their merit. Put them in your window—call attention to them in your advertising.



**Meat and Food
Chopper**

ENTERPRISE

There are the best reasons in the world for the steadily increasing sale of Enterprise Specialties. They are found, first, in the sterling Enterprise quality; second, in the persistent, effective advertising by which we are educating prospective users to the merit that every Enterprise article possesses; third, to the aid we give you in selling the goods.

Sausage Stuffer and Lard Press



Let us aid you with our selling helps.

Send for these postcards—Free. We are now issuing for the use of dealers a series of six postcard views of historic and modern Philadelphia. These are beautifully illustrated—your customers will be pleased to get them.

On the address side is an advertisement of the Enterprise Specialties, and with this we print your own firm name, so that it becomes your advertisement to be sent out to your customers.

Fill out the coupon, and we will supply you promptly.

**THE
ENTERPRISE
MFG. CO.
OF PA.
Philadelphia**

Enterprise Mfg. Co. of Pa.
Philadelphia

Please send me _____ post cards, printed with my advertisement, which I will send out to my customers.

Dealer's Name _____

Address _____

State whether Hardware, Housefurnishing or General Store.



ONEIDA JUMP TRAPS

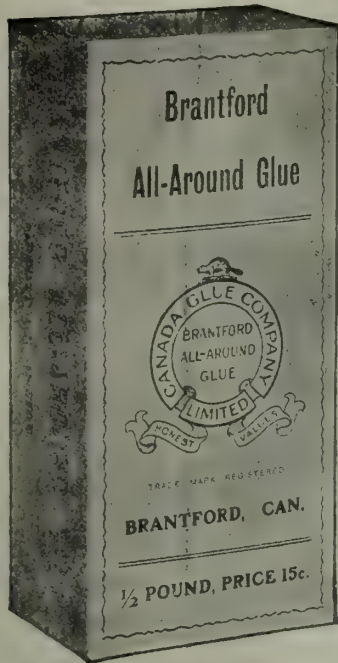
are easy to carry. Trappers like them because they are light, compact, and can be set in narrow runways.

ONEIDA COMMUNITY, LTD.,

Niagara Falls, Ont.

Also Makers of the
NEWHOUSE, VICTOR and HAWLEY & NORTON TRAPS

BRANTFORD



ALL-AROUND GLUE

J. H. Ashdown Hdwe. Co., Ltd.....Calgary, Alta.
 Ross Bros., Limited.....Edmonton, Alta.
 Hanbury Hardware Co.....Brandon, Man.
 J. H. Ashdown Hdwe. Co., Ltd.....Winnipeg, Man.
 Marshall-Wells Co., Limited.....“ “
 Merrick-Anderson Co.....“ “
 Miller-Morse Hdwe. Co., Ltd.....“ “
 G. F. Stephens & Co., Ltd.....“ “
 Winnipeg Paint & Glass Co., Ltd.. “ “
 Wood, Vallance Ltd.....“ “
 Jas. S. Neill & Sons, Ltd.....Fredericton, N.B.
 Emerson & Fisher, Limited.....St. John, N.B.
 The S. Hayward Co., Limited.....“ “
 A. M. Bell & Co., Limited.....Halifax, N.S.
 Cragg Bros. & Co.....“ “
 Thompson & Sutherland.....New Glasgow, N.S.
 Whites Limited.....Collingwood, Ont.
 The Fife Hardware Co.....Fort William, Ont.
 Wood, Vallance & Co.....Hamilton, Ont.
 Cowan Hardware Co.....London, Ont.
 Thos. Birkett & Son Co., Ltd.....Ottawa, Ont.
 Cochrane Hardware, Limited.....S. Ste. Marie, Ont.
 H. S. Howland, Sons & Co.....Toronto, Ont.
 Kennedy Hardware Co., Ltd.....“ “
 Rogers Hardware Co., Ltd.....Charlottetown, P.E.I.
 Caverhill, Learmont & Co.....Montreal, Que.
 Frothingham & Workman, Ltd.....“ “
 Lewis Bros., Limited.....“ “
 Peart Bros. Hdwe. Co., Ltd.....Regina, Sask.

WE MANUFACTURE BABBITT METALS OF QUALITY

Special Lines

Imperial
 Genuine,
 Imperial
 Tough,
 Harris
 Heavy
 Pressure,
 Armature
 Special.



Special Lines

Metallic
 Genuine,
 Hercules
 Genuine,
 White
 Bronze,
 Star
 Frictionless,
 Aluminoid.

OUR NEW FACTORY puts **EMPHASIS** on the quality.
 Mr. Hardwareman, our prices will meet your approval.

LET US HEAR FROM YOU.

THE CANADA METAL CO., LIMITED, Fraser Avenue, TORONTO



We Would Like to See Every Hardware and Sporting Goods Dealer in Canada in Person

We want to show you how it is to your advantage to stock Tobin Guns. We can mention only a few of the reasons here, but the big reason is that every Tobin Gun is built to sell another. This makes every purchaser a satisfied one—and isn't it just that which makes a store successful—being able to give your customer what he asks for, to have the article purchased there fulfill everything that is claimed for it? And people **are now** asking for Tobin Guns. We are advertising what

Tobin

Simplex Guns

will do. Inquiries asking about them are coming in, and we want representatives in every locality to handle these inquiries. We refer all inquirers to the dealer who represents us in that district. Here is an opportunity for dealers to take advantage of this advertising and obtain their share of the business we

are creating for them. They will find their customers favorably disposed towards Tobin Guns. Their light, serviceable appearance, superior workmanship and improved simplicity of mechanism will make sales easy, and our money-back guarantee protects the dealer against any possible dissatisfaction.

Write us for full particulars. We still have a few districts where we are not represented. Let us know where you are, and be first in the field. Make your store the sales depot for the Tobin Guns in your district.

The Tobin Arms Manufacturing Company, Limited
Woodstock, Ontario



"That was a two-dollar bill I gave you!"

"You're mistaken, sir, but—"

"I am NOT—and I want my correct change."

Angry discussion follows. Everyone is familiar with scenes of this kind.

But did you ever notice that disputes of this kind always occur in stores that haven't a *National Cash Register*?

It is because the *National Cash Register* protects customer, clerks and merchant against mistakes and misunderstandings of all kinds, that it is considered so essential a part of the equipment of every well-conducted store.

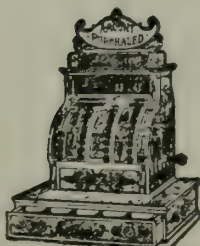
Successful Merchants Put a Receipt in Every Parcel.

For Booklet and Price List, Write

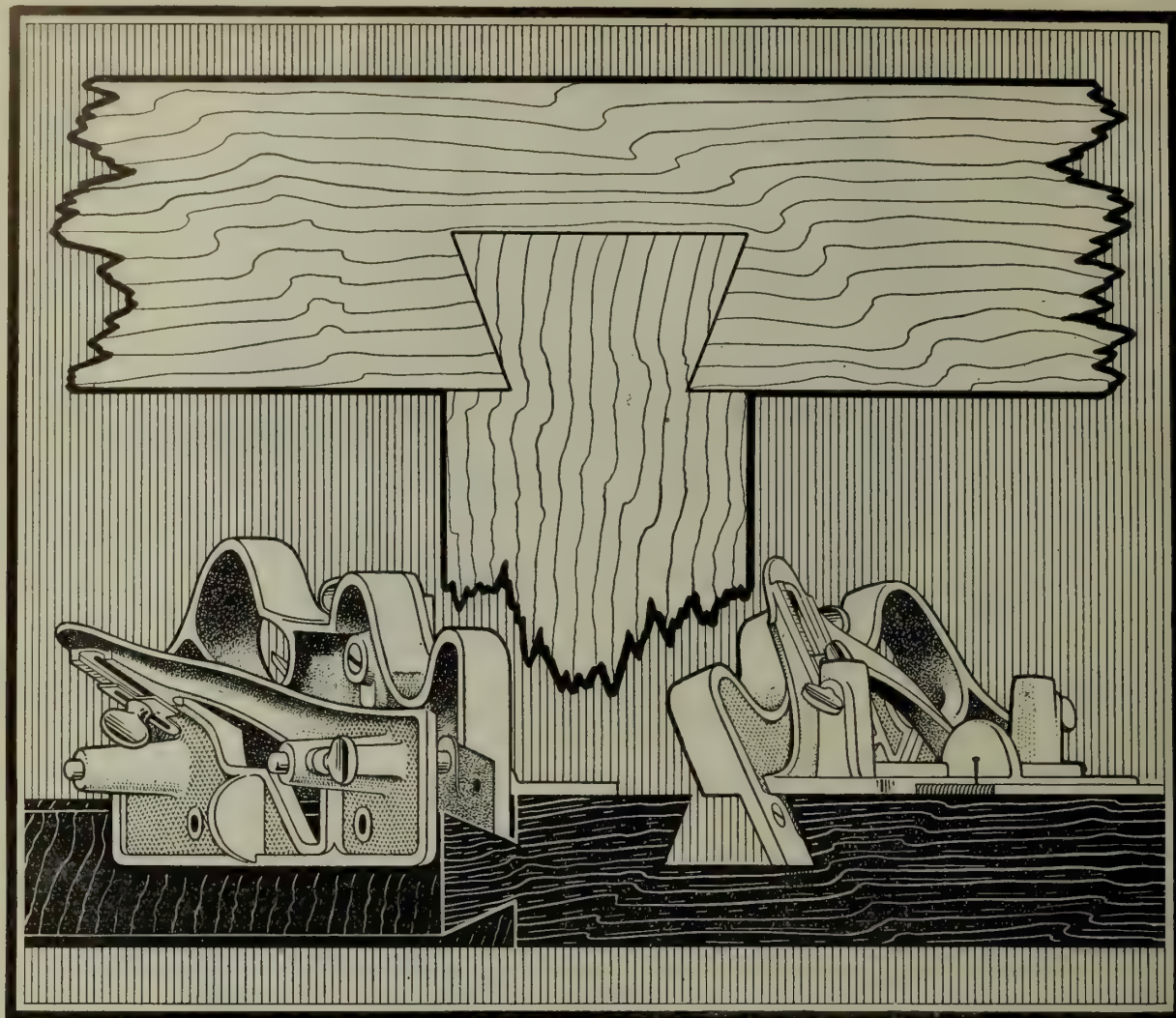
NATIONAL CASH REGISTER CO.

Head Office and Factory for Canada at TORONTO

F. E. MUTTON, Canadian Manager



We manufacture Cash Registers in various styles and prices to suit every pocket and every business from \$13 to \$870. We guarantee to supply a better Cash Register for less money than any other concern in the world.



Stanley Tools

"444"

A Combination Dovetail Tongue and Groove Plane

Something entirely new. A Plane that will interest every user of wood-working tools in your town.

This most novel Plane at one setting cuts a dovetail groove and in the other setting a dovetail tongue to match.

Not only common dovetail joints, as shown in the illustration above, but irregular dovetail joints of all kinds can be made with its use.

The operations are simple and the accurate, perfect fitting joints obtained, both parallel and tapering, will convince the workman of the utility of this unique and original tool.

Send at once for complete description, as it is going to attract a great deal of attention among pattern makers, cabinet makers, carpenters and wood workers in general.

STANDARD
THE WORLD
OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY
TOOL
GUARANTEED

HARDWARE AND METAL

The "GOOD CHEER" ART



A modern Baseburner of handsome design with a record for

**Efficiency
and
Durability**

Made in two sizes:
13 and 14 inch fire-
pots; two sizes
square, two sizes
with oven.

**Can promise
prompt
shipment
at present**

Will wire you if
any delay in ship-
ping your order.

The James Stewart Manufacturing Co., Limited
WOODSTOCK, - ONTARIO

WESTERN BRANCH—156 LOMBARD ST., WINNIPEG, MAN.

CAN WE HELP YOU

There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinner's tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA

can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap

We can help you, but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

RATES: (*payable in advance*) 2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.

HARDWARE & METAL

Montreal

Toronto

Winnipeg

The "Pandora" Range

MADE TO SATISFY CUSTOMERS



The "Pandora" Range is the embodiment of special features—features that are demanded by the consumer, and when incorporated in the construction of the stove, make the stove that much more valuable.

FEATURES:

Triple Bar Grate,
Cast Steel Linings,
Expert Construction,
Simplicity of Design,
etc., etc.

Features such as these appeal to the particular housewife; she instantly realizes that the Pandora is different from other ranges.

The "Pandora" is a scientifically constructed range. The flue construction is the newest and best that can be devised. The workmanship perfect. The materials the best that can be procured.

We manufacture an unparalleled, and help you sell it. Can we do more?

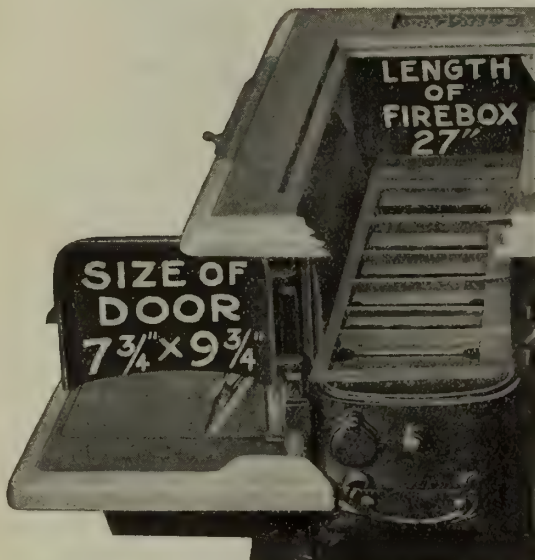
WHY NOT TAKE ADVANTAGE OF THIS OPPORTUNITY?

McClary's

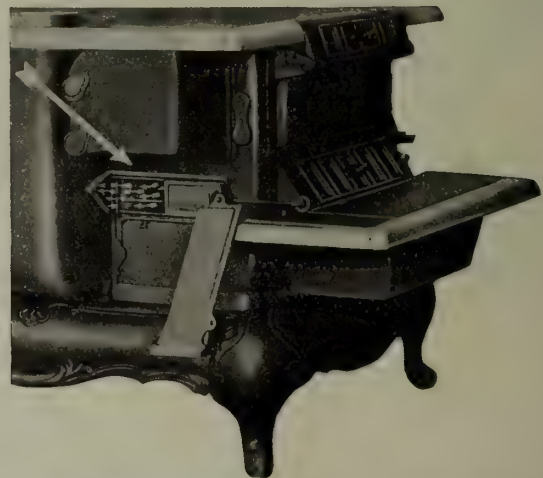
LONDON TORONTO MONTREAL WINNIPEG
VANCOUVER ST. JOHN HAMILTON
CALGARY SASKATOON

ARE you not repeatedly asked by your farmer customers for a High Class Coal and Wood Cast Range with a large and roomy oven and top cooking surface, and a long and roomy firebox for wood?

THE REGAL FAVORITE is specially built to meet the demands for a Range of this kind. Place one of these Ranges on your floor and corral the Rural Trade of your district.



Note the length of firebox for wood and the large firebox end door. The firebox for Coal is correctly proportioned and will retain a continuous coal fire day and night.



The combined Draft Check and Dust Flue, as shown above, is a patented and exclusive feature found only in **THE REGAL FAVORITE**.

The principle of this Check and Dust Flue has been successfully used in Base Burners for years and is now applied for the first time to a range.

IF YOU HAVE NOT RECEIVED OUR NEW CATALOGUE, A POSTAL CARD WILL BRING IT

FINDLAY BROS. CO., LIMITED
CARLETON PLACE, ONT.

BRANCH HOUSE, - 260 Princess Street, - WINNIPEG

Jewel Stoves and Ranges

Royal Jewel Steel Range The Range of Quality.



Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

STYLE R.F.

We also make a great variety of Cast Iron Ranges and Cooking Stoves, including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. The Grand Jewel Wood Cook Stove is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of Heating Stoves to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.



The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto and Winnipeg.

Western Customers please write for information and send orders to our Winnipeg Branch, No. 130 James Avenue.

Let This Stove Make a Name For Your Store



Put *this* heater on your floor, and *it'll* do the rest.

It will add to the *attractiveness* of your store, and, *while it is there*, will always be an advertisement.

A customer enters the store, probably only interested in buying a box of tacks, yet, *attracted* by the *handsome* design, and *noble* appearance of this GURNEY-OXFORD ART LAUREL, will very likely ask you questions about it.

There is a great line of "talk" that goes with this stove, which makes it an easy seller.

Our system of base construction guarantees the *most* heat. The circulating flue is arranged so that the heat is not divided—it has no sharp corners to turn, yet, by an ingenious construction of flues, all the surface at the bottom of the stove is used as radiating surface. This makes it an exceedingly powerful floor heater

It is fitted with convenient dust

The room above can be heated

tachment.

Can be supplied with parlor

And lastly, the rich, massive, appearance will *rivet* a custom-

Your prospective customer may buy *this* one.

And *after* it is sold is when it makes a *name* for your store.

It becomes the *talk* of the family, and *everyone* who goes into that home.

"A satisfied customer is the best advertisement," and the good lady of the house will certainly become *very* enthusiastic with *this* stove in her parlor.

Hence, *you* are marked as a man who knows how to buy the *best* goods for his customers, and *your store* is stamped as a *quality* store—a place where the best and most satisfactory goods can be purchased.

Remember, *your* success in business depends on *repeat* orders—the Gurney-Oxford Art Laurel will *assure* this.

We have some books on this subject. The supply is rapidly decreasing. Perhaps it would be best if you write for one, *to-day*.



damper.

by the excellent double heater at-

oven when desired.

nicked carvings, and graceful
er's attention.

see *other* stoves, but he will finally

The Gurney Foundry Company, Ltd. TORONTO

MONTREAL, HAMILTON, WINNIPEG, CALGARY, VANCOUVER



DAVIDSON'S "MARATHON OAKS"

Every dealer can sell them and a little energy
in salesmanship will show profitable returns.

MADE IN FOUR SIZES

Nos.	Diameter of Fire Pot.	Height less Urn	Weight.
811	10"	34½"	48 lbs.
813	12"	36½"	64 lbs.
815	14"	39"	76 lbs.
817	16"	41"	100 lbs.

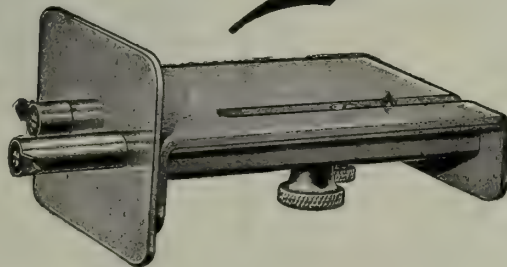
Has blue steel body, draw centre grate, deep fire pot and steel base strips. A low priced stove, attractively nickelled, and a first-class Heater.

Write for Prices

The Thos. Davidson Mfg. Co., Limited

MONTREAL, TORONTO and WINNIPEG

Goodell-Pratt's



BUTT GAUGE

This All Steel Gauge will find a ready sale wherever doors are hung. The tool is thoroughly well made, the Beams are graduated and the Marking Points carefully hardened. It is handsomely nickel-plated and polished.

Dealers should look carefully into the extra value offered in this tool before purchasing elsewhere.

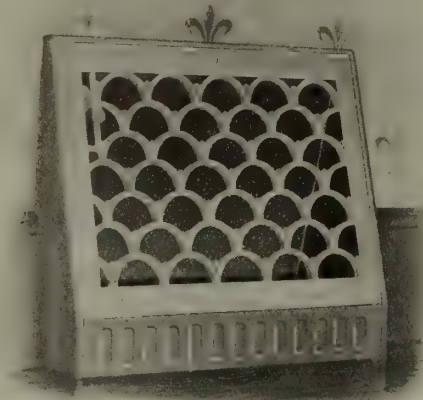
GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS.
U.S.A.

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14 in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited
BRIDGEBURG, ONTARIO

Don't Worry!

It is not necessary. Hardware and Metal says this is the time the stove dealer has his troubles. Why not permit us to help you out? When

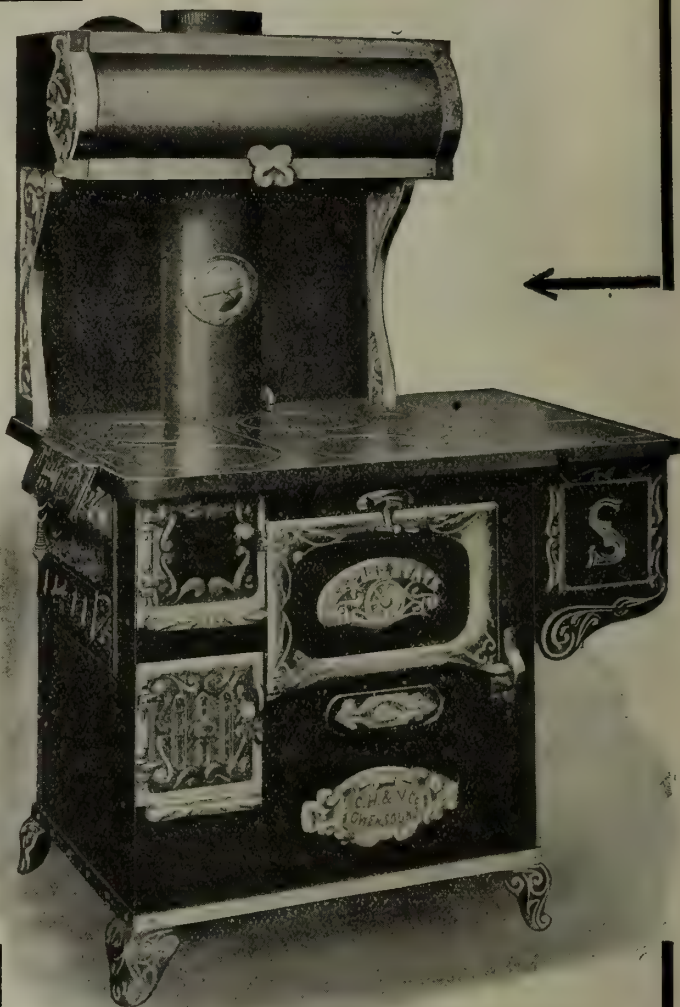


Don't take it in the light of an experiment, you have something good to talk about, and your customers, after a trial, will be as enthusiastic as yourself.

If you are not already in the Line, drop us a card. We'll send you a catalogue.

The Percival Plow and Stove Co.
LIMITED
MERRICKVILLE ONTARIO

The Empire State Steel Range



A Very Attractive Range At a Moderate Price

Made with a 16-in. oven, has four 9-in. Covers. N.P. Oven Door Frame, Name-Plate, Ash Guards and front two Legs. Large Fire-Box for Coal, Duplex Grates. Made in Square, Reservoir and High Closet.

WRITE FOR PRICES AND DISCOUNTS

**The Canadian Heating & Ventilating
Company, Limited**

Owen Sound, Ontario

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man,

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

If You sell one FORD BIT EXTENSION You'll sell more



We say this with utmost confidence, and we unhesitatingly make this statement because we know just why you will sell more if you will but show a man the Ford's qualities.

The FORD'S Bit Extension is new; is remarkably simple in construction; embodies all the best points of other makes; has several exclusive features; and is entirely devoid of any of the clumsy, awkward features that have made former extensions so unsatisfactory.

Simplicity is the Keynote

throughout the FORD'S construction. It is easy to adjust, easy to work, and cannot get out of order as there are no breakable parts. This latter feature gives the extension exceptional strength as well.

Electricians who are now using it gives their highest endorsement and say it is unquestionably the most practical ever produced.

If you are the first in your territory to introduce Ford's New Bit Extension you will surely gain new customers who will be steady, satisfied buyers.

Will you write us for new circulars describing in detail this latest FORD Triumph?

Ford Auger Bit Co.
HOLYOKE, MASS.

Are You Doing Your Duty?

By keeping track of all the new buildings being erected in your neighborhood.

By getting **your share** of the construction or equipment contracts.

By finding out if they are properly heated.

It is your duty to the human race to use every effort in your power to have "Pease" Furnaces installed in all new homes and buildings.

That you should make some money for yourself by doing your duty is simply incidental—but fortunate.

Make yourself known to all builders and property owners—tell them of your convictions and experience of "Pease" Furnaces. Show them how the "Pease" will save them money—ensure good health and happiness—enable the kiddies to breathe good fresh live air.

In fact, every time you are the means of having a

PEASE FURNACE

installed in home or building you deserve the blessing of the entire civilized world and you enrich yourself financially and mentally.



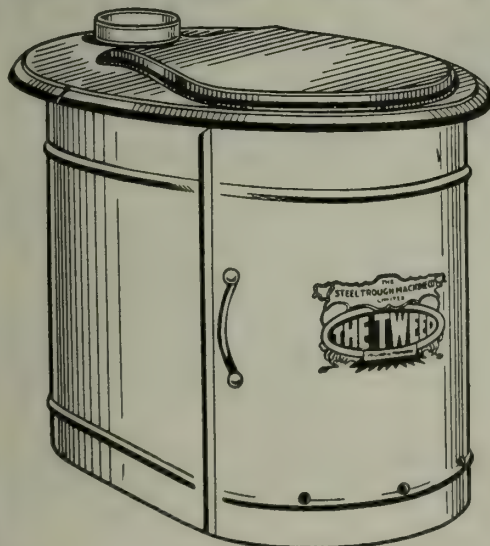
Economy Furnace—300—Series B.
Cased with Vertical Shaker.

PEASE FOUNDRY COMPANY
LIMITED

Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG

The "Tweed" Sanitary Chemical Closets



Family size - Re ails for \$18 00
Hotel and School size " " 25.00

limited, we help you to sell them--Order Samples--get a few good prospects--and we will send an expert to help you get started.

Pamphlets--cuts for advertising--directions for installing--and talking points supplied to agents; write us.

Stocked for Western Territory by

The J. H. Ashdown Hardware Co., Limited, Winnipeg, Man.
The Steel Trough & Machine Co., Ltd.
TWEED, - ONTARIO

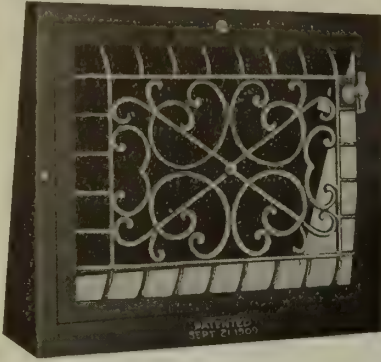
We offer you the best Sanitary Chemical Closet on the market, made of a combination of 20 and 24 gauge Galvanized Steel—very strong—durable—attractive.

A new feature, and one that sells our "Tweed" Closet against all comers, is the closed in top under seat. No openings in it excepting one to correspond with holes in seat—consequently the most airtight closet made.

With our factory equipped with power machinery to make our other lines, naturally we are in a position to build closets better than others and able to sell them at a much lower price—a price that sells them.

Every one fully guaranteed. If not as represented, fire them back at our expense.

Sales possibilities simply un-



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



The Hardwareman who is looking for a line on which to build his trade cannot make a mistake by stocking and boosting

Banner Stoves and Ranges

The ART BANNER cannot be excelled for its splendid design and equipment. It is an entirely new range of the loose earth pattern and when quality and price are considered, it is the best ever offered to the trade.

SPECIAL FEATURES

FLUES. Of a depth that insure quick operation.

OVEN. Large, square and well ventilated.

FIRE BOX. Large in size and well-proportioned.

GRATES. Duplex, for coal, of our latest improved design.

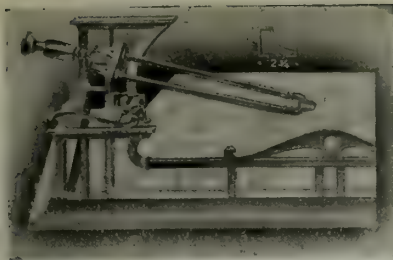
WOOD FIXTURES. This range is provided with a heavy, durable basket wood grate which is unequalled for wood burning requirements, and will take 24-inch wood.

NICKEL BANDS. Are all removable and of our most approved form.

Write for full information about this range, because we have the best proposition to offer in the stove line.

The Down Draft Furnace Company Limited

GALT, : : : : : ONTARIO, CANADA



CHARLES LINDSAY,
Rumford Works, 33 Great Hamilton Street
GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper
Kerbs, Fire Irons, Coal Vases, Interior Grates,
Etc., Etc. WRITE FOR CATALOG.
Canadian Representative—H. L. SOPER.
Post Office Box 1975 WINNIPEG

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for
hurried machine repairs.

All machine shops and railway
shops should have it.

Bridge builders, track layers,
and structural metal workers
have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER ONTARIO

PUMPS

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures
QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses



HERCULES

SASH CORD

BUY THE BEST

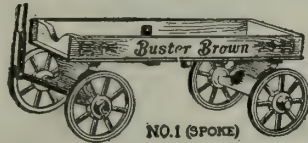
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

Mention this paper when writing
Advertisers.

Attention!

Here's the line of splendid sellers



Are you handling the
Buster Brown
Children's Express Wagons?

They are beautifully made, painted,
strong and easy-running. Handy
around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.



"Delta New Cut" FILES

are as perfect as human
skill can make them.
They have a 10 degree
straighter angle than the
old styles, which brings
more teeth to the inch,
and strengthens the edge
of the file—the working
surface in the gullet of
the saw.

The Delta New Cut File
is made from the best
English steel, and has a
temper and cut that are
beyond rivalry.

Mr. Dealer, if you are
thinking about ordering
files, write us for our pro-
position—it will prove of
great interest to you.

Every File
Guaranteed



DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Stark,
Seybold, Montreal; Wm. Stairs, Son &
Morrow, Halifax.

"SANKOTE" ASPHALT ROOFING

Everlastingly Waterproof. Cannot Be Beaten For Price.



Every dealer should stock a certain amount of roofing, but when doing this he must get a product that is strong and durable yet low in price.

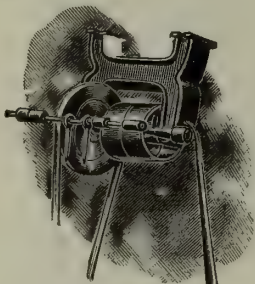
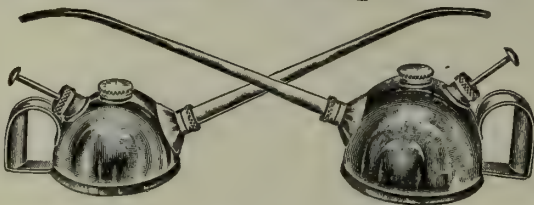
"Sankote" weatherproof roofing is the most satisfactory roofing made for Canadian climatic conditions. It can be used over old shingles, etc., and is the best value for the price on the market. Full directions, also Roofing Nails and Liquid Cement packed in every roll. Can be successfully laid by anyone.

Write us at once for full particulars about our "Sankote" and "Leeknott" Weatherproof Roofing, and also other Waterproof Casco products.

AGENTS WANTED

Canadian Supply Co., 220 King St. W., TORONTO

Howland's Pump Oilers



For sale by
all Jobbers
in Canada.

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

MORE AND MORE FREQUENTLY CANADA CEMENT IS BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS AND ARCHITECTS KEEP THESE FACTS IN MIND.

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw, Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.; Belleville, Ont.; Marlbank, Ont.; Lakefield, Ont.; Hull, Que.; and Montreal, Que., gives us ample shipping facilities to ensure prompt delivery.

PRICE.

Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

CONCRETE BLOCK MACHINERY.

By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.

MONTREAL

TORONTO

WINNIPEG

CALGARY



The Hardwareman

Who is selling and pushing



Eastlake Steel Shingles

IS DEVELOPING A PERMANENT, PROFITABLE ROOFING TRADE.

DO not endanger YOUR trade by offering substitutes. Sell the ORIGINAL, the STANDARD STEEL SHINGLE OF CANADA, the shingle that has been MAKING GOOD FOR TWENTY-SIX YEARS and that is still making good. That shingle is the "EASTLAKE."

WRITE US NOW FOR FULL PARTICULARS, CATALOGUE AND TRADE PRICES

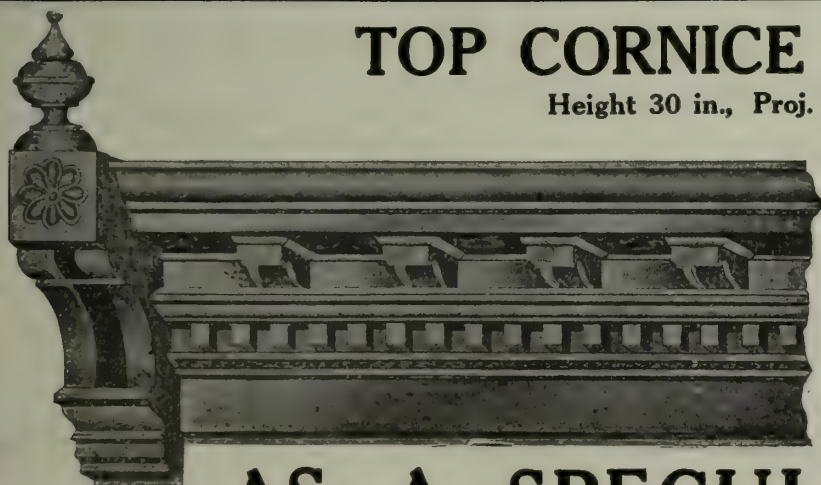
THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

(C47)



TOP CORNICE No. 8014

Height 30 in., Proj. 18 in.

A Handsome, Bold,
Neat, Clear-cut
Cornice, throwing
deep, rich shadows.

AS A SPECULATION

we made up a large quantity of this Cornice on our big new model power brake, and we made it to sell cheap. Let us quote on your requirements.

GET OUR CATALOGUE C-1 ON CORNICES, SKYLIGHTS, ETC., ETC.

THE GALT ART METAL CO., Limited, GALT, ONT.

MAKERS OF THE FAMOUS "GALT" SHINGLE.

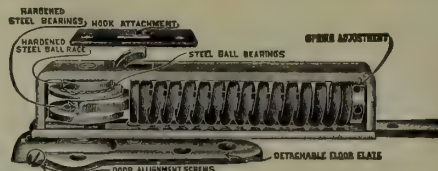
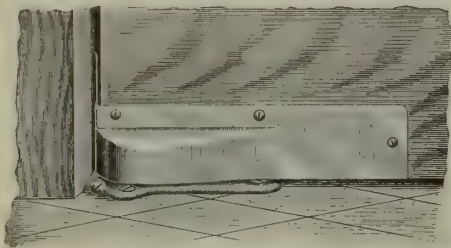
ASK US WHY

If you want to know more about "STANDARD"

DOUBLE ACTING
SPRING FLOOR

HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



ARE YOU IN A HURRY ?

Then send us your orders for conductor pipe, elbows, eavetrough, valleys, ridge roll, ventilators, and corrugated iron.

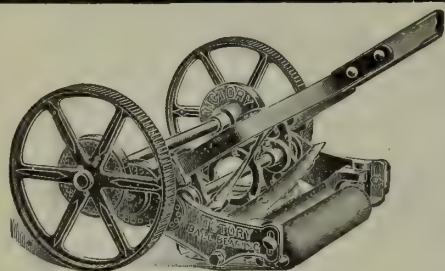
Get our prices for Galvanized Iron Sheets.

WHEELER & BAIN

THE QUICK SHIPPERS

TORONTO

CANADA

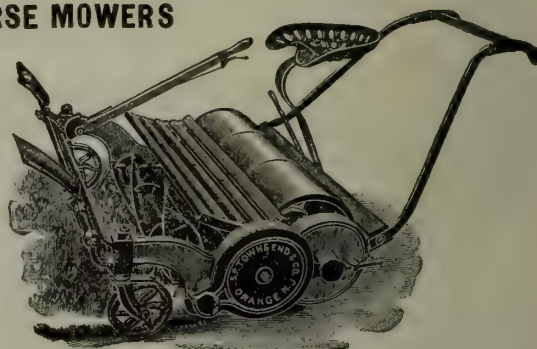


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.



Connor Washers and Wringers

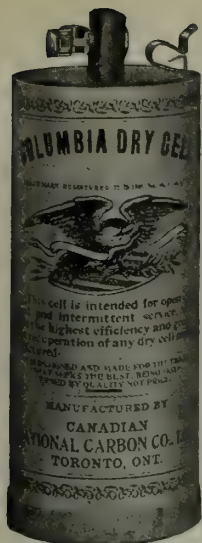
All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices, also full particulars.

J. H. CONNOR & SONS, LTD., OTTAWA, CANADA

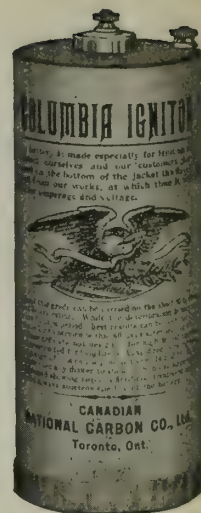
Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.





COLUMBIA

== DRY CELLS ==



Lead in durability and long service—Lead because they are made by expert workmen and from the highest grade material—lead because they are the lowest cost in the long run.

If you want that particular service an individualized battery will give, we can meet your requirements and guarantee satisfaction.

The world-renowned Columbia Dry Cell is now made in two special grades to give you this specific electrical effect you need. COLUMBIA is our intermittent cell for telephones

and bells. COLUMBIA Ignitor is our motor ignition cell for automobiles and motor boats. By using these two grades in the respective classes of work they are specially made to do, you will get the best results, avoid unpleasant experiences and reduce your cost considerably.

We have the facilities for making quick shipments of fresh cells.
Our prices are reasonable—write us at once or order from your dealer.

ADDRESS H.M. 11.

Canadian National Carbon Co., Ltd., Toronto, Ont.
99 PATON ROAD

We Make Special Points Exact

Duplicates of Your Samples or Specifications

ALL kinds of screws and parts milled from bars of Iron, Steel or Brass. We will make your special parts quickly and reasonably to your samples and specifications.

Immediate deliveries on all Regular Cap and Set Screws in V or U. S. Threads. Also A L. A. M. Standard Nuts, Plain and Castellated, carried in stock at our factories and warehouses.

The National-Acme Manufacturing Co., Montreal, Que.

CLEVELAND, 7500 Stanton Ave.; NEW YORK, 77 White St.; BOSTON, 141 Milk St.; CHICAGO, 549 Washington Blvd.; DETROIT, 1222 Majestic Bldg.; ATLANTA, Candler Bldg.

Factories—MONTREAL, CLEVELAND.

Warehouses—NEW YORK, CHICAGO.

THE ONLY METAL



Magnolia has made its friends and reputation by such instances as are cited in the following letters, and it is just such trying conditions that bring out the true worth of Magnolia in strong contrast with all other bearing metals of whatever kind:—



Dear Sirs:—

I have used lots of MAGNOLIA METAL, in fact I will not use any other. I am running a 200 H.P. Automatic Engine heavy loaded. I took charge of it four years ago when I found it in bad shape. It was reported to me that I could not hold Babbitt Metal in the Quarter Box or crank brasses which I found to be true. I made an order for some "Magnolia" Metal and used it in both places and have never had any trouble since, in fact they hardly run warm. I believe it to be the only metal and will advise all Engine men who have trouble with hot boxes to try it and they will get out of trouble sure.

Yours respectfully, Charles Barkleroad, Engineer,

MOWBRAY & ROBINSON LUMBER CO.

West Irvine, Ky., Dec. 8, 1910.

Gentlemen:—

San Francisco, Cal., Jan. 27th, 1911.

Am an Engineer and have had dealings with your bearing metal and have found it an A No. 1 all around bearing metal.

Have used it in gas and steam engines which I have built, and am now building a direct connected dynamo engine to run at 500 R. P. M. The gas engine runs at 1800 R. P. M., and I have inquired from the people who are now using it and received word that the metal (Magnolia) is in first class condition after a very severe test; engine running day in and day out without any excessive use of oil, and bearing set up snug, load being very uneven.

MAGNOLIA is the only metal in my belief that would stand such use.

I remain Yours truly,

WILLIAM SCHINDLER, No. 105 Andover Ave.

SPECIAL PRACTICAL ENGINEER POCKET BOOK OFFER 680 pages, over 2000 subjects—40c. postpaid.

We buy these books in large quantities as an advertising medium and give engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal Office

Sold by Leading Dealers Everywhere or by

Magnolia Metal Co.

225 St. Ambrose Street
NEW YORK

MONTREAL
CHICAGO

OLD
RELIABLE
HOUSE



MAKES
THE
VARIETY

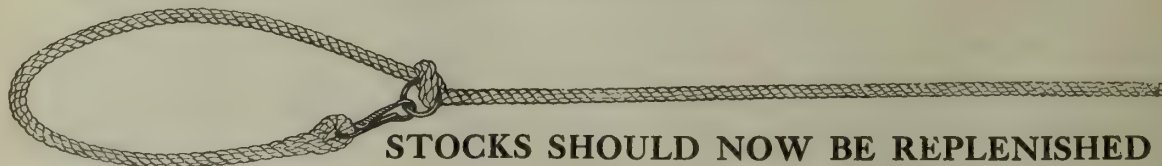
Consumers Cordage Co.,

LIMITED

MONTREAL, QUE.

HALIFAX, N.S.

Manufacturers of everything in Cordage, Twines,
Packings, Yarns and Tarred Goods



STOCKS SHOULD NOW BE REPLENISHED

JUTE

Snap Halters, Packings,
Twines.

RUSSIA

Halyards, Deep Sea Lines,
Packings, Twines.

SISAL

Snap Halters, Clothes Lines,
Baling Cords.

WELL ASSORTED STOCKS CARRIED AT BRANCHES AND AGENCIES:

F. H. Andrews & Son
Quebec, Que.

Consumers Cordage Co., Limited
22 Church St., Toronto, Ont.
and St. John, N.B.

Tees & Persse, Limited
Winnipeg, Regina, Calgary,
Edmonton, Moose Jaw, Saskatoon.

MacGowan & Co.
Vancouver, B.C.

EVERY SPORTSMAN WANTS ONE



This 14-Candle Power Lamp projects a bright white light 150 feet on the darkest night and fills every lighting requirement for the Camper, Hunter, Angler and Trapper. The

BALDWIN CAMP LAMP

EVERY LAMP
GUARANTEED

weighs only 6 ounces—ready for use—4 inches high. Can be worn on cap or belt, leaving both hands free with rod, gun or knife.

OUR SEVEN MONTHS' ADVERTISING CAMPAIGN

from April to September inclusive for the past two years has put the Baldwin Camp Lamp before more than SIX MILLION READERS of the country's sixteen leading Sporting Goods Magazines.

WRITE FOR OUR 1912 SPECIAL SELLING PROPOSITION

WRITE
TO-DAY

Every Sporting Goods and Hardware Dealer should know all about this Easy Selling Staple. Over 200,000 sold last year. What part of this profit did you get?

JOHN SIMMONS CO., 25 FRANKLIN STREET, NEW YORK CITY
311 BOARD OF TRADE BLDG., MONTREAL, CANADA



Salem



Kingston



Morrow



Turenne



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH

ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

"Safe-Lock" Wire Fence

is the easiest fence to sell, because it is by far the strongest fence made.

The strand wires of the "Safe-lock" Fence are not kinked—thus each wire retains its full strength.

And just note how the stay wires interlock where they wrap the strand wires. This lock absolutely prevents the slipping of the stay wires along the strands or in any other direction from any cause whatsoever.

*A local agency for the
"Safe-lock" Fence will
bring you the bulk of
the fencing business
in your locality.*

Be wise—write us to-day for Catalogue and particulars.

**The Owen Sound Wire Fence
Co., Limited**

OWEN SOUND, ONTARIO.

WESTERN AGENTS
Brandon Safe-lock Fence Co, Brandon Man.



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited
AYLMER, ONTARIO

WESTERN REPRESENTATIVES:

The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY



MERMAID

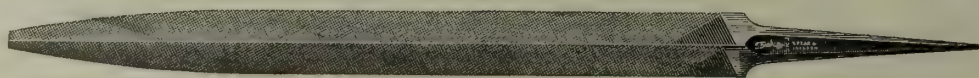
Every File Tested Before Leaving Works FILES

That do MORE WORK at LESS COST than ANY others on the market

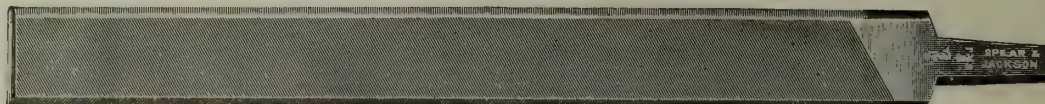


LEAP-FROG

F 127-3
Square File



F 122—Mill
Saw File
one round
edge



F 21—Half
Round
Rasp



Hand File



Also
AMERICAN
Pattern at
REDUCED
PRICES

Our Files are
used by the
LEADING
Manufacturers
in Canada, for
the simple
reason they
are more
EFFICIENT
than any
others.

HENDERSON & RICHARDSON
Board of Trade Building, MONTREAL

SPEAR & JACKSON
SHEFFIELD, ENGLAND

ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don't wait.

WRITE FOR PARTICULARS TO
MacLean Publishing Co., 143-149 University Ave., Toronto, Can.



A busy scene in part of Trinidad Lake digging asphalt for Genasco Roofing.

Building for the Future

You who expect your business to go on next year and every year, and increase in volume and profit, are just the man to sell Genasco—the Trinidad Lake Asphalt Roofing. Your customers build for the future, and they want Genasco because it is the roofing that lasts. It is the roofing that doesn't cause trouble or discontent; it gives continued satisfaction.



Genasco

The Trinidad-Lake-Asphalt
Roofing

is permanently waterproofed with *natural* asphalt. The natural oils keep it full of life and vigor, and make it strong to resist rain, snow, sun, wind, heat, and cold. It is vastly different from ordinary roofing made of artificial asphalts, coal tar, or mysterious "compositions," which soon crack, break and leak. The reason is clear—ordinary roofings lack the life of natural asphalt, and their end is speedy and certain. Genasco dealers not only have the backing of "real quality," but the continuous and forceful advertising campaign for Genasco makes selling easy.

The Kant-leak Kleet is a leak preventative.

It is a great feature that goes with Genasco. Makes seams absolutely water-tight without smeary cement, prevents nail-leaks, and doubles the satisfaction to your customer. Genasco is made in mineral and smooth surface—several weights. Fully guaranteed.

Write us for samples of Genasco and full information.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest
manufacturers of ready roofing in the world,
PHILADELPHIA

New York San Francisco Chicago

Cross-section, Genasco Stone-surface Roofing



Caverhill, Learmont & Company, Montreal
D. H. Howden & Co., Limited, 200 York St.,
London, Ont.

HERO STANDARD METALWARE

HERO QUALITY

Oilers - Individual Drinking Cups
Aluminum and other Sheet-Metal Specialties



CARRIED BY ALL LEADING CANADIAN JOBBERS

The Hero Manufacturing Company

PHILADELPHIA, KENSINGTON, PENN., U. S. A.

THE TYPEWRITER and THE PRICE

If you could buy a typewriter for \$25.00 that was originally sold for \$125.00, and you were convinced it would give you years of excellent service, you would think it a bargain, wouldn't you?

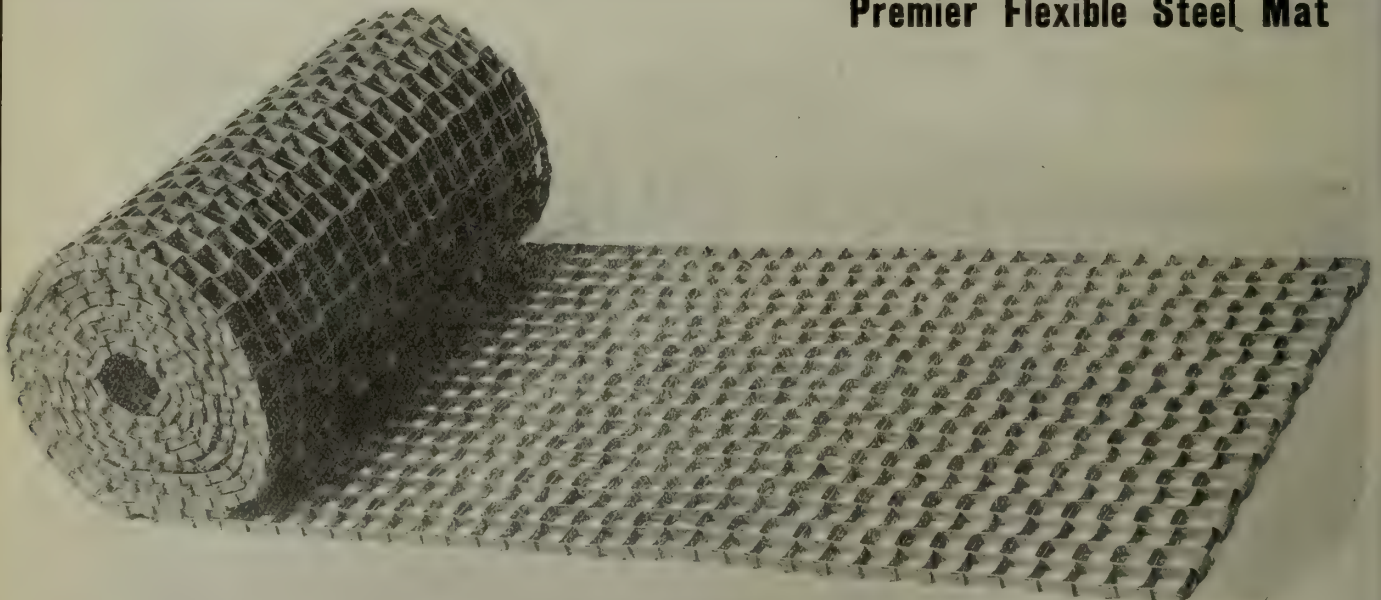
And you would be right.

If you will write us for details, we will give you full information about just such bargains.

The MONARCH TYPEWRITER COMPANY, Limited

46 Adelaide Street West, Toronto

Premier Flexible Steel Mat



is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 ft. to 100 ft. Special mats made to order on short notice.

The Schultz Manufacturing Co., Limited, HAMILTON, CANADA

Toronto Agent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.

YOUR TRADE WANTS



Household Labor Savers



Power Washers

NOW CENTURY, VELOX and IDEAL

Hand Washers

NEW CENTURY, NOISELESS, SNOWBALL,
FLYER and SUNLIGHT



CLOTHES WRINGERS

LEADER BARREL CHURNS and ROTARY
LAWN DRYERS

Prompt delivery is one of the many advantages of selecting your stock from our line. QUALITY, VARIETY and POPULARITY are among the others.

We have also explained their merits to housekeepers all over the country. They know the special features that distinguish them, and want no other.

Give your customers the opportunity to buy our machines. It will result in the addition of many figures to your sales totals.

CUMMER-DOWSWELL, LIMITED
HAMILTON, ONT.

Perfection Steel ANKLE SUPPORT

does away with fatigue which prevents many from indulging in this healthful pastime. Those who have used them make the invariable statement that this ankle support is the originator of real comfort and pleasure when skating.

It is made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward but simply cannot bend sideways.

PUT IN A STOCK NOW

**The Owen Sound
Steel Press Works**

Owen Sound, Ontario



"AMPHIBIA"

WATERPROOF

THRESHER BELTING



is guaranteed never to come apart or stretch when exposed to moisture. It has a lasting quality that has caused many imitations to be placed on the market.

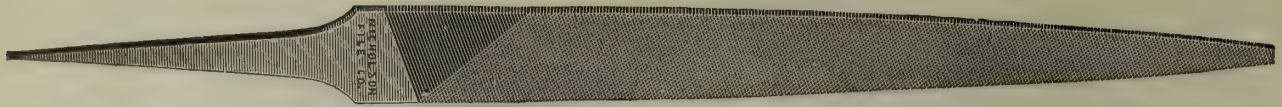
There is no other belting just as good or near as good as "AMPHIBIA." It has been produced after many years of testing and experimenting with an aim to produce a belting of superior quality to other brands on the market.

Handle "AMPHIBIA" Belting and reap the good profits that are allowed to every dealer.

Sadler & Haworth

ESTABLISHED 1876

MONTREAL, 511 William St.
TORONTO, 27 Melinda St.
ST. JOHN, N.B., 89 Prince William St.
WINNIPEG, 244 Princess St.
VANCOUVER, B.C., 217 Columbia Ave.



Special Steel--Special Methods and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada:

"AMERICAN"
"EAGLE"

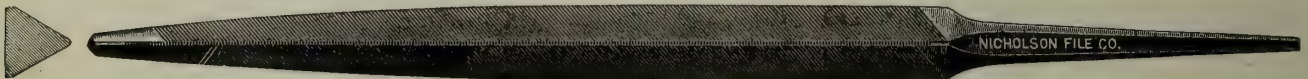
"ARCADE"
"McLELLAN"

"GREAT WESTERN"
"KEARNEY & FOOT"

"GLOBE"
"J. B. SMITH"

Sell these and you sell the best.

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**



Mr.
Dealer:

Get
Out
After
The
Ventilator
Trade

Look around and see just where Ventilators could be used advantageously in your town. Get the agency for Acorn Exhaust Ventilators, and you'll be surprised at the results.

With fresh pure air in the factory, employees will be able to do better work and more of it. The Acorn Exhaust Ventilator will take care of that. Then, too, pure air is more easily heated than foul air.

Acorn Exhaust Ventilators are designed on the most approved methods of ventilation. Highly recommended by builders and contractors, Acorn Exhaust Ventilators are newest and best. For factories, churches, etc., they are unequalled.

Give this suggestion a trial. When you decide to do so, just write us and we will furnish you with full details.

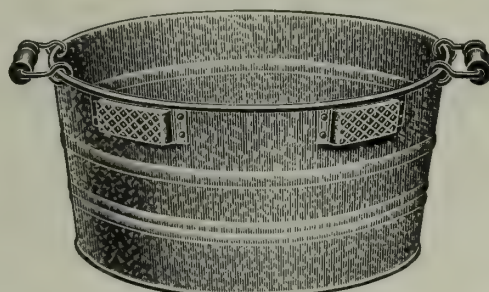


The
Metal
Shingle &
Siding Co.,
Limited

Factories:
Preston, Ont.
Montreal, Que.!

Galvanized Goods

Our Galvanizing process gives a finish which is BRILLIANT and PERMANENT. No ROUGHNESS, SCALING or BARE SPOTS. Order samples of these three staple lines, and SEE for YOURSELF.



E. T. Wright & Company, Hamilton, Canada

(H. G. WRIGHT)

AGENCIES AT VANCOUVER, WINNIPEG AND TORONTO

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO

and

VANCOUVER, B. C.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

Ball Bats

Ball Bats

Ball Bats

Ball Bats

Place your orders for next Season.

Samples are now ready.

Equal to best American make

WRITE FOR PRICES—JUST ISSUED—TO THE

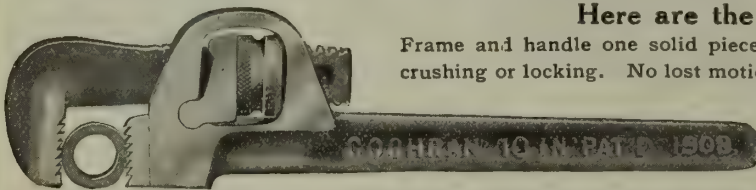
ST. MARY'S WOOD SPECIALTY COMPANY, LIMITED

ST. MARY'S, ONT.

Ball Bats

Ball Bats

The prize dog at a bench show wins on points;
and points would give the COCHRAN first prize at a wrench show.



Here are the points. You be the judge.

Frame and handle one solid piece. Indestructible rocker in place of frame pin. No crushing or locking. No lost motion. Perfect grip and release.

Proof against all side-pull injury.

Drop forged jaws of highest grade tool steel adaptable to wrench manufacture.

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa

BERLIN, ONT.

HARDWARE AND METAL,
Toronto

Dear Sirs,—Drop out the part referring to wood furnace, as your advertisement has already sold this for us, but continue the item referring to Cornice Brake.

Yours truly,

THE P. HYMMEN CO., LTD.

Somewhere—

just around the corner or half way across
the continent is a man who is looking
for just such a proposition as you have
to offer.

You can get in touch with this man by inserting a
“want ad.” in Hardware and Metal.

Reaches each week

Hardware Dealers, Clerks,

Travellers and Manufacturers

throughout the Dominion.

PARKHILL, ONT.

HARDWARE AND METAL,
Toronto, Ont.

Gentlemen,—Kindly find enclosed P.O. Order to cover insertion of advertisement in your paper. Tools were sold three days following the first insertion and we are still receiving inquiries from all over Canada.

Yours very truly,

THE STEELE HARDWARE STORE.
Per G. F. Steele.

STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.



It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

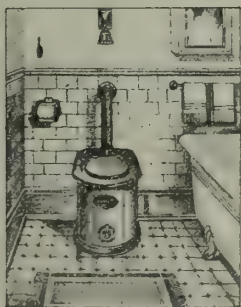
Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 14 Bannatyne Ave., Winnipeg, Can.;
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.

The New Leaders for the Up-to-date Dealer The "PARKYTE" Sanitary Chemical Closet



A Most Modern Necessity for the Modern Home.

No water ; no plumbing ; no sewage ;—perfectly Sanitary and Odorless.
Over 25,000 installed throughout Canada in the last eighteen months.
"Parkyte" Kilgerm, "Parkyte" Karbol, and "Parkyte" Chemical, proved by tests made by world-famous Bacteriologists, to be the most powerful and perfect germicides and disinfectants known to science.
"Parkyte" Liquid Soap and "Parkyte" Soap Fixtures, the Modern Economic and Sanitary Method of keeping clean.

If you are not already among the satisfied "Parkyte" dealers you ought to be.

SEND FOR CATALOG

PARKER-WHITE LIMITED, Manufacturers

WINNIPEG

TORONTO

EDMONTON

VANCOUVER

FOR BIG GAME

SHOOT

DOMINION

GUARANTEED

AMMUNITION

You may pay more, but you cannot buy better quality. Imported cartridges cost you more, as the duty is added.

Why pay duty when you can buy cartridges in Canada that are absolutely guaranteed and recommended by all experienced sportsmen, guides and trappers?

A trial will prove the unexcelled qualities of new Dominion Cartridges.

ACCURACY

DEPENDABILITY

KILLING POWER

In manufacturing ammunition we use the best in material, up-to-date machinery, and skilled labor. All Metallic Ammunition is rigidly inspected and gauged after each operation, and finally tested for accuracy, velocity and penetration.

Loaded with the world's standard brands of black and smokeless powder, they work perfectly in all standard makes of firearms.

The saving in duty allows you 20% more practice without increasing the cost of shooting; increases your proficiency with the rifle 20%, making possible higher scores on the rifle range, and increased chances for a successful hunting trip.



INSIST ON THIS TRADE MARK



Dominion Cartridge Co., Limited

MONTREAL

CANADA

Mr. Remington-UMC Dealer:

Will you adopt a novel means of increasing your .22 calibre business?

We offer all dealers stocking the Remington-UMC .22 calibre Repeating Rifle, a novel method of linking in on a nation-wide Christmas campaign.

We will advertise this link in the Saturday Evening Post, Youths' Companion, American Boy, Boys' Magazine and popular and sporting periodicals, totalling over four million readers.

Write us to-day for full details of this free "link offer" and the Christmas sales drive.

Address Dept. K.

Remington Arms-Union Metallic Cartridge Co.

299 Broadway

New York City

Hardwaremen Changing Over to Cash System

Three Firms in One Week Make Announcement to This Effect—Daysland Hardwaremen Explain Their Reasons in Lucid Form—Thessalon Man Decides on Prompt Steps in Collecting Old Debts—A Synopsis of Recent Articles and Developments.

The relative merits of Cash versus Credit systems have provided material for many a debate. This is the most frequently discussed question in connection with the management of a retail hardware business. It has been a bone of contention ever since the first hardware store was invented; and will probably continue to furnish food for argument indefinitely.

To those who have studied the question impartially from every standpoint, there does not appear to be much doubt that the dealer, who casts off the shackles of the credit system, benefits greatly thereby. He may suffer some temporary reverses and, perhaps, offend an old customer or two. In the long run, he will improve his business, lighten his own risks and labor, and give better satisfaction to his customers. Changing from credit to cash is a serious matter and deserves serious consideration; but it is a question largely of courage.

That many dealers nowadays are awakening to the wisdom of doing business on the cash basis, is a strong argument in favor of that policy. In one week, Hardware & Metal has received word of three firms which have publicly announced their intention of "taking the plunge."

The Reason Why.

Whyte & Orr, of Daysland, Alta., have decided to do all business on the strictly cash plan, the new order of things being started on the first of the present month. They have announced the change in a full page advertisement in the local paper, using the space to explain the reasons why they are taking the steps. The reasons are well worth reproduction.

"We are making this change after careful and deliberate consideration, and are satisfied it will result beneficially both to our customers and ourselves. Under present conditions the customer who pays cash or pays his bills promptly has to make up for all who are slow pay and those who never pay. It also requires an elaborate system of bookkeeping which costs both time and money, frequent sending out of accounts, using both stationery and stamps, and the tying up of a large sum of money, which would enable us to carry a bigger and better stock of goods at lower prices.

"We estimate we can save you five per cent. on your hardware over present prices—maybe more, when we have the new system well tried out and know exactly what it will do.

"It will be our aim to give our customers the best quality, best service and best prices possible, and we hope to receive the same kind consideration from the public as has been extended to this store since its establishment six years ago.

"All accounts will be rendered on November 1 and we ask for prompt and speedy settlement of the same."

Getting in Accounts.

One difficulty experienced by dealers who make the change, is in collecting back accounts after the step has been taken.

We Have Decided to Adopt
THE CASH SYSTEM
On and After
NOVEMBER 1ST

WE are making this change after careful and deliberate consideration, and are satisfied it will result beneficially both to our customers and ourselves. Under present conditions the customer who pays cash or pays his bills promptly has to make up for all who are slow pay and those who never pay. It also requires an elaborate system of bookkeeping which costs both time and money, frequent sending out of accounts, using both stationery and stamps, and the tying up of a large sum of money, which would enable us to carry a bigger and better stock of goods at lower prices.

It is in our aim to give our customers the best quality, best service and best prices possible, and we hope to receive the same kind consideration from the public as has been extended to this store since its establishment six years ago.

And accounts will be rendered on November 1st and we ask for prompt and speedy settlement of the same.

WHYTE & ORR
October 20, 1911
DAYSLAND

Full-Page Advertisement Used by Whyte & Orr, Daysland, Alta., to Announce Their Change to the Cash Basis of Doing Business.

"I believe the cash system would be a great benefit to my business," a hardwareman once told the writer. "But I simply can't make the change because there is about ten thousand dollars on my books and I can't afford to lose that amount. If I changed to the cash system, many of these slow pay customers would quit doing business here and getting those back accounts settled would be harder than drawing teeth after that. By keeping on in the old way, I am pretty sure of getting the money in sooner or later."

This merchant was looking at the question from the wrong standpoint and his conclusions, therefore, were fallacious. The only thing that prevented him from collecting those accounts by process of law, was the fear of losing the custom of the parties concerned. But is the trade of slow and uncertain pay customers worth sufficient to the

dealer to prevent him from changing to a better system?

The fear of losing old debts deters many hardwaremen from making the change, however. One hardwareman who has the courage of his convictions on this point is A. Symon, hardwareman of Thessalon, Ont. Mr. Symon started to run a cash business on the first of the present month and is announcing the fact through the daily papers in the following wise:

"Symon is adopting a cash business starting November 1st. All outstanding bills must be paid by December 1st or proceedings will be at once taken for the recovery thereof, so do not fail to come and settle."

This method should be effective in securing an immediate settlement of practically all the outstanding accounts.

Turning Over a New Leaf.

In last week's issue of Hardware and Metal, mention was made of the fact that the Wetaskiwin Hardware Co. were arranging to move into a new store. This firm have decided to start in their new quarters on an entirely new basis and will change to the cash system. Their decision in this regard has been prompted by a desire to meet the prices quoted by catalogue houses.

In announcing the impending change, the Wetaskiwin Hardware Co. rather ingeniously urge the fact that the public will profit. They say:

"We have decided to take this opportunity of making money for our customers by going into the cash business when we open up in our new store. From then we will invite the comparison of our prices with those of the catalogue houses."

Synopsis of Reasons.

In view of the stand taken by the three firms mentioned above, it will be of interest to give a synopsis of some of the articles which have been published in this paper recently, dealing with the question of conducting a retail business on the cash basis. Requests for information on this subject are frequently received. Recently Hardware and Metal received a letter from Frank Holmes, of Mitana, Sask., containing his subscription to this paper and a request for information on the cash versus credit controversy.

Geo. A. Sills, hardwareman, Seaforth, has been converted to the idea of a cash business by the unwillingness of

some farmer customers to pay their bills within a reasonable time. He has gone about it carefully, however. Mr. Sills does not believe that it would pay to make the change too suddenly. "My idea," he says, "is to thoroughly explain the system through the local paper. Tell the people how cash payments will give their money greater purchasing value, and how it will benefit them in other ways. For my own part I believe that hardwaremen could sell goods at from 7 to 10 per cent. cheaper, if every sale were a cash sale. By advertising in this way, you not only succeed in educating your customers to the benefits of the cash system, but also give them a chance to get their affairs in such shape that they can have money on hand to take advantage of the cash system, when it is inaugurated."

There can be no doubt that the retail merchant suffers the hardship of waiting for payment from farmer customers more than is really necessary. That the farmer will pay spot cash for his goods when necessary is demonstrated by the fact that a large proportion of the mail order business is done in the rural sections.

Pleased With Results.

Cleland Bros., of Meaford, recently changed over and they state that they are so well pleased with the cash system that they "would rather go out of business than return to the credit way."

In making up their books at the beginning of 1910, they found that they were carrying no less than \$18,000 on their books and, with money at 6 per cent., this meant that they were adding \$1,080 per year in bank charges to their cost of doing business.

Before making the change, Cleland Bros. issued a circular letter to their customers, explaining why the cash system had been adopted. A significant clause of this letter is well worth reprinting:

"We have been greatly encouraged by a large number of our customers, who have assured us of their co-operation, support and preference to do business on this modern system."

Didn't Lose a Customer.

At first, some of Cleland Bros.' customers did not believe they were in earnest about changing from credit to cash. They had dealt with the firm for many years, and always had paid their accounts, and they felt a little aggrieved at being asked for cash payment. To all of these a courteous and tactful explanation was given, showing why the firm had felt impelled to make the change. As a result of the adoption of this method of meeting objections, the firm did not lose a single customer. Some left for a short time but they all

came back, convinced that the cash system suited them better than credit.

Cleland Bros. were agreeably surprised to find that, with the cash system in operation for eight months last year, their total business was only \$25 less than the previous year—and it was all spot cash and did not entail one bad debt.

Nothing Like It.

Jos. T. Henderson, Niagara Falls, has a sign in front of the main entrance to his store:

"We sell for cash only. Please do not ask for credit."

Mr. Henderson has given the cash system, a trial of two and a half years and he reports: "There's nothing like it. Why I wouldn't go back to a credit business on any consideration." Mr. Henderson took the step, with some trepidation, only after he had become absolutely convinced that the credit system was not the proper way to handle his business. He watched sales anxiously for some months and was pleased to see that there was no falling off. In the fall of that year, he

found business better than ever before and from that time on, his business has grown steadily. One incident in connection with the experience of Mr. Henderson is worth quoting.

A customer made a purchase shortly after the change had been made and saw the clerk made out a counter check, deducting a discount at the bottom of the check.

"What is that for?" he asked.

"Why," said the clerk, "you know we are doing a cash business now and we can afford to sell at lower prices."

"Then do you mean to tell me I have been paying higher prices for the accommodation I have been getting?"

"That's about what it amounts to," was the reply. "Of course, it costs more to run a credit business and we have to get the money by charging higher prices."

"Well, I have been a fool!" exclaimed the customer, "I have had the money in the bank all the time, and I could have paid on the spot, for everything I bought."

Disastrous Fire in London's Retail Section

Six Large Stores Fall a Prey to the Flames Including Purdom Hardware Co.—Loss Will be Close to Million—Explosion was Narrowly Averted.

London, Ont., Nov. 3.—The most destructive fire that London has known in a quarter of a century occurred this morning, completely destroying six of the largest retail business houses.

The loss is roughly estimated at three-quarters of a million dollars and nearly four hundred people have been thrown out of employment.

The fire was first noticed at 3.37 a.m. by two policemen. A fire summons was sent in, but the blaze had gained such headway that by six o'clock practically the whole block of six stores had been wiped out. The stores which suffered were: Purdom Hardware Company, J. H. Chapman & Co., Kingsmill's, Mara's, Brewster's, and Roome, Corbett & Co.

The firemen managed to get the conflagration under control shortly after that hour. An explosion was averted by Fire Chief Aitken, who remembered that in the basement of the Purdom Hardware Co. a considerable quantity of gunpowder and oils was stored. A squad of men were deputed to get the stuff out and they succeeded in doing so just in the nick of time.

A Complete Loss.

At 8 o'clock nothing remained of the block of handsome big stores but a mass of smouldering ruins. The Chapman, Kingsmill, Mara and Brewster stores

were completely razed. Roome's store was gutted, scarcely a vestige of the stock remaining. The front part of the building remained intact. The same applied to the Purdom Hardware Co., the loss being complete in both cases. The fire walls of the hardware store stood and had a great deal to do with the prevention of further spreading of the flames.

The Purdom hardware store was valued at \$25,000, with insurance of \$15,000. The stock was valued at \$60,000, and was insured to the extent of \$45,000.

Will Start at Once.

The Purdom Hardware Co. began the same day to make arrangements for an immediate start.

"It looks now as if we will be able to open up the ground floor of our store," said A. H. Purdom. "If we can, we will get to work immediately. If we cannot we will go some place else."

WELSH TINPLATE MAKERS COMPLAIN.

London, Nov. 6.—The Welsh tinplate makers are approaching the Canadian Government and alleging that since the withdrawal of the anti-dumping clause once operative, Americans are capturing the Canadian trade which was formerly held exclusively by Wales.

Electrical Specialties Sell at Christmas Time

Toasters, Irons, Cookers and Bulb Lamps in Demand as Presents—The Dealer May do Much to Stimulate Sales—Demonstrations Have Proved Useful, Say Some Dealers—Show Cards May Well be Used—An Artist Can Add Attractiveness to Show Window or Newspaper Ad.

Only 38 more shopping days before Christmas!

The serious minded, and the editors of the newspaper comic columns are now advising people of this fact. All with whom Christmas is a busy time are taking notice. And rightly so. There is much to be done before the holiday. Preparations must be made, therefore, and by none more than by the hardware merchant.

To all business men the Christmas season is a season of opportunities. It seems to offer better chances to those in some lines than others, but experience has shown that the wide awake, aggressive, hardware dealer, may make his store as attractive to those busily using one of the thirty-eight remaining shopping days, as can any other merchant.

Electrical Goods to the Front.

It is the new lines which give the hardware man an especially good opportunity, and among these new lines electrical specialties stand well to the front. It is an electrical age. Not only the rich are now able to have their houses wired. Not only the rich seek the electrical specialties which make the work of the house so much easier, and, in many cases, so much more economic.

But to secure the best sales, dealers must show these specialties to the best advantage. They must make the people realize how useful they are, and also how appropriate they are for gifts.

One Montreal dealer brought out both facts, with regard to electrical toasters, by fixing a display in his St. Catherine street window. He not only arranged the toasters tastefully, but had bread placed upon them and passers-by could see how quickly crisp brown toasts were made. They could see the raw material turned into the finished product in a few minutes. They could see how attractive are the toasters themselves. The window caused many to buy.

How to Create Interest.

But toasters are only one line. They lend themselves to a display, perhaps better than any of the other electrical specialties, and yet the usefulness of such goods as the electric iron, the little electric heater, and the electric flash light may be readily shown.

It would be an attractive sight to see a woman pressing clothes in a window

with an electric iron. That scheme might draw trade. But if it should seem too radical for some dealers, they may achieve somewhat the same result by showing the irons prominently, and by using show cards to tell all who pause to look, the price of the irons, the small amount of electricity they consume, the saving in fuel their use effects, and the great comfort they give to the woman who has a skirt to press, or to the young man laboring over a pair of trousers.

Saving a Good Point.

The saving in fuel is a fine point for salesmen to remember. When a husband is seeking a present for his wife he is looking for something which will give her pleasure and greater comfort, but if he can get something which accomplishes that and yet means a money saving for him he will be doubly pleased. A husband is human—some are said to be inhuman.

Show cards can be used to bring out the advantages of electrical flash lights. These lend themselves to newspaper advertising too, and especially they afford a chance for the artist. Every one who has to be down town at a fairly early hour these fall mornings knows the pleasure of getting out of bed, and striking a match to see what time it is. At 6 a.m. it is as dark as at any hour through the night. Even if a man defies the neighbors and uses an alarm clock with a good lusty ring he is going to be fearful once in a while that he is over-sleeping. Give this man an electrical flash light and it will be the next thing to a pleasure for him to look at the time. Why he will just have to reach the light, press a button, then turn the glare onto his watch or clock. It can all be done in a few seconds, and the man does not even get cold.

Scope for Cartoonist.

Couldn't a cartoonist do justice to that idea? He could make some sketches to illustrate an ad., or to brighten a window, which would compel attention; and which would make people smile, with the inward knowledge that they were smiling at something which they knew from experience to be true.

Think of the use such a light would be to a young couple with a much younger baby. The baby cries in the night,—they do sometimes you know—and the father simply presses the button of his

flash lamp and sees what is the matter.

That is another idea which would bear illustrating.

Electric Heaters Should Sell.

At every tea meeting ever held in any church, reference has been made to the old saying that the way to a man's heart is via his stomach. This remark has been so often made that it is now taken for truth, so it may be safely said that any thing which relates to food, interests, in a greater or lesser degree, every man. And of course it must interest every woman, for is it not she who wants to take passage over the gastronomic route for man's heart station?

This being so, every one must see how a display of electric heaters will interest all classes. It can be shown how tasty suppers may speedily be cooked upon these. Thoughts of hurry-up Sunday morning breakfasts can be brought to the mind of the shoppers. They can easily be interested.

In this age of white coal there is a great field for the sale of electrical fixtures. They enable people to benefit fully from the cheap power. They also enable the hardwareman to reap a better profit than ever at the glad Christmas season, for the hardware man is the logical handler of electrical specialties. To get the best results he must use a little ingenuity. Some have been doing this in years past. Others are just considering the advisability of handling this line. From what those who have been in the field say, it is a line well worth handling the year round, but of especial value at this season.

BUILDING MODERN STORE.

Victoria, B.C., Oct. 6.—To meet with the general expansion of business the B. C. Hardware Co. will build a three-storey concrete building on Fort St., above Blanchard St., at a cost in the neighborhood of \$14,000. The contract has been awarded to S. & C. Carkeek.

The building will be modeled on thoroughly modern lines and its erection will represent the latest in all building ideas. The store front will be handsomely fitted up with marble slabbing. The interior will be fitted with the latest conveniences, and will be lighted by electricity.

The structure will be completed and ready for occupancy by the first of the year. The B. C. Hardware Co. will occupy the whole of the building.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

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 Chicago A. H. Byrne, Suite 407 Marquette Bldg, 140 Dearborn St.
 France John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain, 8s 6d; elsewhere 12s

PUBLISHED EVERY SATURDAY.

ELECTRICAL GOODS AS CHRISTMAS SELLERS.

It is only within the past year that public interest in electrical specialties has spread beyond the cities and larger towns, to embrace much smaller places. In Western Ontario, Hydro-Electric power is being delivered practically everywhere, and there is now a continuous twenty-four hour service in most of the communities in that big territory. In other parts of Canada, too, power development has been going on apace, so that the bulk of Canadians now have available a satisfactory electric service at a low rate.

This fact is very significant, in view of the great advances which have been made in manufacturing devices to perform much of the household drudgery by means of electricity. Electrically-driven washing machines, motors for driving sewing machines, electric irons and toasters, are only a few of the articles in this line which have been recently perfected. They will appeal to the buyer of Christmas goods who wishes to give something practical.

These lines, being new and comparatively unknown to the general public, it will be necessary to use good newspaper advertising and attractive window displays, to ensure active selling. Of course, once the public's attention is gained, to such useful and attractive articles, their novelty will be a positive advantage in promoting sales.

Hardwaremen should not miss this opportunity to inaugurate the sale of a new and paying line. The Christmas season will afford a fitting occasion for introducing an up-to-date electrical specialties department, which will be a constant source of profit to the dealer.

HANDLING CHRISTMAS SHOPPERS.

In handling the Christmas trade, the retail merchant has to adopt methods different from his every-day tactics. The Christmas shopper is a different person from the customer of any other period of the year. People make purchases during the holiday season from another standpoint, their motives are different. They are guided by other considerations besides that of utility.

At any other time of year, a customer expects, and insists upon prompt service, but at Christmas time this is not the case. Everyone has a list of presents to be secured and desires time for examination and consideration. In many cases people prefer to look over the stock without a salesman at their elbow. It would be a wise plan to invite the public to visit the store and inspect

what it contains whether they contemplate immediate purchases or not. In cases where people are obviously "looking around," it does not pay to be insistent. If there are several in the party, give them a chance to discuss the relative merits of certain articles among themselves. If they appear to be particularly interested in some one article, then bring your powers of salesmanship to bear.

Quality and price are the main considerations in a sale at any other time of year. During the Christmas season, suitability is often the only consideration in the mind of the customer. It is necessary, therefore, for each member of the staff to be in a position to give advice as to what would be suitable for any member of the family. Hardwaremen would find it to their advantage to give their clerks a hint early in the season on this score. By studying the stock thoroughly, the clerks could pick up many ideas and suggestions, which would assist them later in making sales.

The Christmas shopper may not demand the prompt service expected at other seasons, but he is insistent on one score. He demands that the place, where he is going to do business, reflect the spirit of the Yuletide season. A dark, every-day looking store repels the Christmas shopper. He turns naturally to the establishment where bright lights in window and interior show up a splendid variety of stock, brightly and attractively arranged. He demands that everything about the place bespeaks Christmas.

It would be as well to bear in mind also that, although, useful presents are more in vogue than ever, it is not wise to bear too strongly on the "sensible" and "durable" qualities of an article. People spend their money "not wisely, but too well" when under the magic spell of the Christmas spirit and they naturally get far away from their every-day practicality. While utility and durability are qualities in an article which should not be forgotten, pick out and dilate on some other points as well; the beauty, finish and unique qualities of the article. It will pay.

HARDWAREMEN AND FIRE INSURANCE.

From the head of one of the largest fire insurance companies comes the disquieting statement that hardwaremen have the highest percentage of fire losses of all retail dealers. This would seem to be a call to arms. It is time for the hardware merchants to do something.

This manager of a large company did not speak at random. He wanted the facts brought home to the heads of hardware houses. He wanted them to realize the risk they are running—not only of fire, but of an increased premium rate. His suggestions, as stated elsewhere in this number, may not be the best in every case; but that suggestions for improvements are in order must be conceded.

This question is of interest to the trade throughout the whole Dominion, and every hardwareman should give it close study. The insurance manager has enunciated a really alarming state of affairs, and if there is any way of improving conditions and safeguarding hardware stores against fire, that way should be sought out and published to the trade.

* * *

Cash versus Credit is the oldest and most interesting controversy in the hardware world, just as Pen versus Sword has always been, and always will be, the mainstay of the country schoolhouse debating society.

THE FUTURE AND THE DRUMMER.

American and English contemporaries are having a great deal to say just now about the commercial travelers, some urging that his day of usefulness is past, others saying a word in his defence. There seems to be a certain amount of ground for both contentions.

At present there are travelers calling upon the merchants who really have little of value to show. They are working on commission pure and simple, and are trying to sell something which is at best only a fad. They are worrying the merchant, and blocking the way for the legitimate traveler who represents some house which has goods of value to sell.

The day of these travelers has not passed. They will likely be used more and more. They advertise goods as well as actually sell them. They give the retailers selling ideas, as these could not be given by circulars. They answer questions, meeting the need of each customer.

A good staff of road men means much to a firm. They stimulate trade and get the company well known. Indeed there are many dealers who come to respect a wholesale house by learning to respect the man who travels for it.

No, the drummer has not lost his usefulness. It is only the counterfeit drummer who has made himself unpopular.

FURTHER ADVANCES PREDICTED.

The white lead situation at the present time is well worthy of the most serious consideration. The advance made this week may be followed by others before the end of the year, in the opinion of those who have studied the existing conditions.

Pig lead has advanced with such unprecedented rapidity that the price now asked for white lead is low in comparison with the cost of the raw material. In England, white lead prices have advanced much more rapidly than in Canada and this fact is regarded as significant of the probable trend of events in this country in the near future.

It is learned that a Montreal agent has received orders not to take contracts for December 1 on the present quotations and it is reported that there is a distaste being shown to make quotations at all for the first of the new year.

Members of the hardware trade should watch the situation closely and govern themselves accordingly.

THE FUTURE OF GLASS IN CANADA.

With a high price now being asked for window glass, and with the prediction being made that shortly there will be fixed a still higher price level, it is small wonder that those handling this product are feeling some degree of anxiety. Higher prices for glass may mean a loss to many. Trade will be harder to secure, and, of course, that affects the wholesaler as well as the retailer.

But there seems a possibility that the higher prices, when they come, will not be of long duration. Next spring, indeed, is regarded by some close students of the situation as a time when a lowering of the price scale may be expected.

It is contended that competition will bring about this decrease. Belgian glass, while one of the best on the market, is not the only supply. American glass is coming more and more to the fore; so also is English glass. At present these can hardly compete with the Belgian product, but the higher the Antwerp manufacturers raise their prices the more wide open do they throw their gates to competition.

"I think," remarked one large buyer, "that we are going to see American and English glass selling extensively in Canada. Then it will not be long before Belgian glass will drop in price."

But this prediction does not apply to the immediate future. When navigation once closes the general impression seems to be that the price of glass will go up. Throughout the winter expectation is that it will remain high, but with the spring will come the drop.

POINTED EDITORIALS.

It is fortunate that this last rise in the price of white lead has come at a time when the greatest activity in painting is not being shown.

When live rabbits and stuffed bears in a store window will sell guns, it is a pretty sure indication that the window is a silent salesman of the first order.

The words London and fire seem to fit together naturally. London, Ontario, is doing her best to keep up the record of London, England, which has suffered historical conflagrations.

Possibly the laxness in precautions against fire spoken of by the head of a large fire insurance company, may not apply to many; yet because of the carelessness of a few the rates of all may be raised.

A Toronto man informs us that his Thanksgiving turkey was roasted in a paper bag. The man who would risk his Thanksgiving dinner in the interests of science has indeed the courage of his convictions.

The advance in cutlery is not unexpected. For some years the price of cutlery has been lower than the cost of production has warranted, and the advance has been the inevitable result of an increase in wage scales.

To cull a phrase from the sporting columns, this is "one best bet" for the early December trade: Push the sale of interior paints and varnishes. The average householder is always anxious to brighten the house up before the Christmas season.

It is generally difficult to make collections during and after the Christmas trade. Up to the holiday people are too busy buying presents to settle old accounts, and, after the holiday, they haven't the wherewithal. Better get those outstanding accounts in NOW.

It seems hard that the tremendous heat of the past summer should make people uncomfortable now that the cold season is at hand. Yet those who need nails quickly are decidedly uncomfortable because last August's necessary closing down of the mills curtailed production so largely.

A contemporary states that seventy-five per cent. of the Christmas shopping is done in the last ten days. The estimate is probably close to the mark. The hardwareman has, therefore, over a month before the bulk of the trade begins. Use the time well, to plan out a thorough and aggressive campaign.

After seeing the collection methods, or lack of methods, of some hardwaremen, one would imagine them to be in business, not for their own living, but for the sole purpose of following out a shiftless form of philanthropy.

Insurance Manager Sounds Warning to Hardwaremen

Says More Fires Occur in Hardware Stores Than in Any Other Class of Establishments, Not Even Excepting Dry Goods—High Premium Rates Will Result Unless Dealers Take Precautions Which Will Decrease the Risk—Hot Air System of Heating is Considered Faulty—Oils, Gunpowder and Other Inflammables Should be Kept in Separate Iron Building, says Expert.

What bright side there is to any mishap is probably this, that it acts as a warning, so that others may save themselves from falling into a similar hardship. In this regard even fires have their uses, and the recent conflagration in London, Ontario, in which Purdom's hardware store was burned, as well as other business places, leads the head of a large fire insurance company to sound a note of warning to hardware men. He declares that there are more fires in hardware stores, proportionately, than in those establishments where other lines of goods are handled; and he states that some action must be taken by hardware men, to overcome this state of affairs, unless they wish to be saddled with higher rates..

Both Sides Interested.

Of course this insurance man is interested. His company carries many hardware risks, and naturally he is desirous of having to pay out as small sums as possible. But the hardware man, too, is anxious for this. Fires, in all but a few cases, mean a loss to a merchant. Even if his store and stock are well covered he will lose his profits, possibly at one of the best business seasons of the year. Even if he has been far-seeing enough to insure his profits—an action which is not yet general—he will lose something, for his forced temporary retirement from business will enable his competitors to secure trade which has formerly been his.

In every way it is to the dealer's interest to reduce the fire risk to a minimum. This not only means lower insurance premiums, but it means a smaller chance of heavy loss. It is something to be eagerly sought.

In view of all this what the insurance manager had to say is worthy of earnest consideration.

Careful Inquiry Made.

"I have made a careful inquiry," he stated, "and as a result have found that there are more fires in hardware stores—proportionately to the number of these—than there are in any other—more even than there are in dry goods stores, despite the great amount of inflammable material which must be carried there. We have always been reluctant to carry too large a risk in a dry goods store, but now we are having to show the

same reluctance with regard to hardware."

After quoting a number of instances where fires have lately destroyed hardware stores, the insurance expert gave some of the causes which his inquiries have led him to believe are responsible for the large percentage of fires. First and foremost of these he mentioned carelessness.

Must be Inflammable Materials.

Of course there is inflammable stuff carried in every hardware establishment. It is impossible that this should be otherwise. In the London, Ontario fire, it will be remembered, the fire chief's first thought was to get out the oil and gunpowder from the cellar of Purdom's store. He knew he must do this to prevent a possible explosion. Inflammable and combustible stuffs will be in hardware stores as long as they supply those needs which they have been meeting for years. But there is way of keeping such goods, so that they mean little additional danger.

It is this safe-guarding, this forethought, which the insurance man says is lacking in very many stores.

A Case Worth Considering.

Instances were quoted to substantiate these claims. "Here is a case of which I know personally," he stated. "We carried a heavy risk here. A clerk in a hardware store went down stairs after some gasoline. He brought this up from the cellar and walked across the main floor of the establishment. He slipped. A part of the oil went down a hot air radiator into the furnace, with the natural result. We paid our policy."

"I do not think," continued the speaker, "that a hot air system is suitable for a hardware store. Oil, gasoline, paint, and other inflammables are going to be carried over the floor quite often. Such accidents as this one of which I speak might, therefore, occur at any time. The risk is too great. Oil and such goods should not be permitted where there is a possibility of their coming in touch with fire. Now it is evident that oil and inflammables must be in hardware stores, from time to time at least, so it would seem that the fire is the thing to be expelled. That can be done by having installed systems which do not give direct connection with the furnace.

Housing of Oils and Gasoline.

Another suggestion of the insurance manager relates to the housing of oils and gasoline. "I cannot see," he said, "that these should be kept in the basements of the stores. If that practice is persisted in there can be only one result. Insurance rates will go up. A hardware man should be willing to do all in his power to lessen the chances of fire. He could reduce these to a minimum by having an iron shanty erected in his yard, and by storing all inflammables and explosives there. Fire could hardly get at them then. There would only be a risk when the small quantities were being carried into the store for sale."

Makes High Premium Necessary.

Every individual hardwareman will know whether or not the words of the insurance expert apply to him. Undoubtedly there are dealers who for years have been taking every precaution. But there are others—men who leave oil, gunpowder and gasoline around as though its presence did not entail a great risk. These last might do well to consider the hints given by this man, who knows little or nothing about hardware except that the hardware stores are coming to be a risk for which high premiums must be demanded.

PAINT MEN IN CONVENTION.

The sales force of Lowe Brothers, paint manufacturers, Toronto, held a valuable convention at the Queen's hotel, during the past week. Chas. S. Kennedy, general manager of the company, came over from Dayton, Ohio, for the occasion and took charge of the proceedings with the assistance of Frank H. Brown, sales manager.

The traveling salesmen of the company, who are now starting out on the road, are: J. E. Thompson, formerly of Scarfe Varnish Co., to cover Eastern Ontario; Jas. McMartin, formerly with Sherwin-Williams Co., to cover Northern Ontario; Milton Bergey, formerly Toronto manager for Sheldon Schools, to cover Western Ontario; N. F. Van Zant, formerly of the retail hardware firm of Wright & Van Zant, to cover Toronto; E. D. Reid, to work Western Canada.

Hardware Windows Cleverly Dressed

Window Displays as Essential in Small Towns as in Largest Cities—Adapting the Display to Local Conditions—Two Good Hardware Windows Reproduced.

The opinion is often expressed by hardwaremen in small towns, that there is no use in their trying to make their windows attractive as they do not think it would have the effect of bettering their trade.

"People never look at the windows in this town," they are wont to say. "I have an established trade, and so have my competitors, and people who have got into the habit of dealing in one store, will not change for any window display."

The answer to this argument is obvious. If the windows are not fit to look at, as is so often the case, people cannot be blamed for passing them by.

Two samples of good hardware windows are shown on this page, the first from one of Canada's finest stores, and the other from a comparatively new town in Alberta. The proprietors of both these stores realize the importance of window displays, and they have both made excellent use of their opportunities.

A Fine Tool Window.

Ed. P. Meagher was responsible for the tool display in one of the fine windows of the Cunningham Hardware store at Vancouver, B.C. This store was recently illustrated and described in *Hardware and Metal*, and readers will recall the splendid big display windows that are a feature of this store. Mr. Meagher therefore had a great opportunity for attractive display in this window, and he succeeded in producing a fine piece of decorative work.

The display is one which will attract the householder as well as the mechanic.



Window Displays Arranged by W. P. Strong, for R. O. Bird, Tofield, Alta.

Practically the whole line of wood-working hand tools are exhibited, and no doubt the amateur carpenter who stopped to examine this window would imbibe a good many ideas for future purchases.

Good Arrangement in a Small Window.

The store front of R. O. Bird's hardware store at Tofield, Alta., illustrated herewith, shows a display of sporting goods in one window and galvanized ware in the other. Both are cleverly arranged. The sporting goods display is built around three trophies of the chase—two mounted heads, and a stuffed eagle. This feature is sure to attract the sportsman, who will then pause to examine the array of guns, cartridges and shells.

The window of galvanized ware is one which will appeal to the women, and hardwaremen are realizing more and more the importance of women as buyers. The goods are not suited to very artistic display, but Mr. Strong has used his space to good advantage in effecting a window that should make sales.



Tool Window Dressed by Ed. P. Meagher, for the Cunningham Hardware, Vancouver, B.C.

Handling Fall Business in Sporting Goods

What Can be Done by an Effective Window Display of Guns, Ammunition, etc.—
Animals, Live and Stuffed, Shown in the Window of G. A. Binns, Newmarket—
Skate Trade is Now Demanding Attention.

Although the day is not far off when the grip of winter will be on the land, the days of the hunting season are not yet numbered. There are still several weeks before the end of the active hunting time; if indeed the season can ever be said to end. The enthusiastic Nimrod is never daunted by the rigors of winter. There will be, then, an active demand for some time at least for guns, ammunition and sportsmen's supplies; and more or less demand for these goods right through the winter.

A good hunting window would prove a paying investment right now. The follower of field sports is like the man from Missouri; he wants to be shown. A live ad. or an effective window display will sell a surprising amount of goods at this time of the year.

Here is a case in point. Last year toward the end of October, a clerk in the store of G. A. Binns, Newmarket, arranged a trim in which sporting goods were prominently displayed. Writing to Hardware and Metal shortly after, he said: "The window was the centre of attraction for young and old. The trim was the means of creating a large amount of talk about the store and, as a result, we secured a bigger share of the hunter's trade.

Animals, Live and Stuffed.

The chief reason for the success of this trim was the fact that the designer worked out his plans with the view of appealing particularly to the class whose custom was desired. Now it is a well-known fact that nothing interests a huntsman more than an exhibition of animals. To attract their interest, the window dresser installed a collection of "beasts of the field," both live and stuffed. The success of the window was

more than had been expected, for the interest created extended beyond the little coterie of local devotees of the chase. The display became, literally, the talk of the town.

A Detailed Description.

A description in detail of this particular window follows:

"In this trim the floor is covered thickly with leaves. A tent is arranged in one corner with the necessary articles for keeping warm at night, in addition to cards and books to pass away the spare time.

"Outside the tent is a packing case spread with eating utensils and eatables. Nearby is the camp fire, which is made up of an electric lamp, covered with red paper and charcoal. Over the fire is a stove pot, hanging on a tripod.

A Whole Menagerie.

"In one corner is a cub bear and two black squirrels on a tree—stuffed of course. Opposite is a grey squirrel, climbing a bough of a tree. A crane, raccoon, duck and loon are among the variety of game shown in the boughs, and on the ground floor of the window.

"On two logs, shot guns, ammunition, knives, revolvers, cleaners and compasses are shown.

"The background is made up of cedar branches and maple with a deer's head in the centre. An eagle was placed at one end and gun cases at the other.

"The presence of two live rabbits in a wheel proves one of the distinct features of the display."

Value of Realism.

"Realism" helps more than any other quality in making the success of a window, particularly a sporting goods window. A touch of nature makes the hunt-

er keen to acquire the articles which are displayed at the same time.

The Skate Trade.

Window trims form only one feature, however, of the programme which should be carried out at the present time in the sporting goods department. Winter is close enough at hand to make the skate trade a matter of present moment.

It is, unfortunately, a fact that the hardwareman is not getting as large a share of the retail business in skates as has been his wont. There are so many in the field that the trade has become sadly cut up. There are many exclusive bicycle and skate stores nowadays; and in addition to these, the exclusive sporting goods dealers, novelty stores, even the dry goods and boot stores are taking their quota. Each season seems to find new entrants in the field.

In view of the multiplicity of opposition that he must face, the hardwareman finds that he must exert himself to keep up his trade in skates. One of the first considerations is to stock early. A great many are probably stocked up already but there are some who have not had time to think of skates yet. One of these days, they will waken up to find the snow piled up to their window sills and the young element ready for a skate. In the skate trade, an early start is a strong consideration. If the opposition gets in first, the results will almost certainly be disastrous.

There are many side lines which can be, and often are, handled with a good margin of profit by hardwaremen. Hockey gloves, sweaters, caps and pads are necessary items in the equipment of the hockey player. When a man or boy buys a pair of skates, with the object in view of playing hockey, he will be found willing to purchase his whole outfit at the same time.

TO ENLARGE FACTORY.

The Guelph Stove Co. are feeling the need for larger quarters. Their foundry on Suffolk St., Guelph, is not large enough to accommodate them, but they have no room to extend on the premises. Accordingly, they have notified the city council that they will build a new factory on the outskirts, if the city will purchase their present factory. At the present time, they employ 90 hands, and purpose enlarging the number by 60 when the new foundry is built.



Sporting goods display in the store of G. A. Binns, Newmarket.

Merger Negotiations Have Been Dropped

An Authoritative Announcement Made This Week to Hardware and Metal—There is No Chance of the Negotiations Being Resumed, According to One in a Position to Speak.

"The hardware wholesale merger is off, absolutely off."

This was the emphatic statement made to a representative of Hardware and Metal by a gentleman who has been in close touch with the situation since the negotiations began. His statement can be accepted as authentic and authoritative.

"You can announce that the deal has fallen through," he said. "I am not inclined, and not at liberty, to discuss the reasons. There have been obstacles which the interests, behind the proposed merger, could not surmount. There was one stage in the negotiations when it looked as though the deal would be successfully consummated but difficulties cropped up and since that time it has been impossible to get matters settled."

"Is there any possibility of the negotiations being resumed at any time in the future?"

"No. I do not think there is any possibility of the matter being taken up again."

This announcement will be read with a great deal of interest by members of

the trade in all parts of the country. For the past year the deal has been hanging fire and hardwaremen have been anxiously awaiting a definite announcement one way or the other. The decision of the promoters to withdraw from the field means that the wholesale business will be carried on as at present.

An Unfounded Rumor.

A rumor was circulated in Montreal early this week to the effect that the merger was going through but that one of the largest wholesale houses, included in the original draft, would stay out. The Montreal editorial representative of Hardware and Metal interviewed the heads of several of the houses, which were reported to be in the new combination, and received denials from them that any such plan was contemplated. It was stated that there had been no developments whatever.

The announcement of the decision to drop the deal was made on Thursday. While this was the first time that a definite pronouncement had been made, it has been expected for some weeks that such would prove the ultimate result.

RISE IN PRICES AFTER THE NEW YEAR.

Montreal, Nov. 10.—The rise in the price of cutlery which has been regarded as likely for some time, and which was definitely announced in Hardware and Metal last week, will not come into effect until the new year. Such is the word which the local jobbers have received this week.

They have not been at all surprised at the announcement that cutlery will cost about 5 per cent. more shortly, but they state that this increased price may not apply to every line. It is the cheaper grades especially which the manufacturers feel must be sold for more money. These require a good deal of attention. They have been selling for years at a low figure; and now, in view of the higher wages demanded by workmen, it is felt that the higher rate must be fixed.

A more serious phase of the situation is the shortage in the supply. "We can't get cutlery," said the manager of one wholesale house. "We are not in any difficulty as yet, for we have a stock large enough to carry us through the Christmas season, but I don't know what will happen after that. They have had so many strikes in England and Ger-

many, that the output has been seriously affected. There simply does not seem to be a sufficient supply on hand to enable the filling of orders that we may send. Probably there will be an improvement in the next month or six weeks, but if not, cutlery will be scarce, as well as being higher in price, after New Years."

HOT SUMMER CURTAILED NAIL SUPPLY.

Montreal, Nov. 9.—Still wire nails are reported scarce, but at the mills it is stated that there is no cause for alarm. At present such a rush is being experienced that orders are filled with difficulty. But when navigation once closes time will be given for the mills to get a good stock on hand.

The cause of the present shortage dates back to the summer, when the excessive heat made it imperative that the works should close down. The time lost then has resulted in the output of the mills being less than was planned. So now, when it is being felt the great demand caused by dealers rushing orders for delivery before navigation closes, there are none too many nails to meet the requirements.

STEEL MARKET MORE CHEERFUL.

Cleveland, O., Nov. 9.—The Iron Trade Review to-day says:—Increased buying by transportation companies and promise of a larger volume of business from this source have given the steel market a more cheerful tone. There is less pessimistic talk as a result of the government attack against the Steel Corporation, and, while still lower prices are noted on some finished lines, developments of the week in this market have not been discouraging. Iron and steel manufacturers are satisfied with the volume of business entered on mill books, as compared with preceding month this year. The feature of the week's developments was the award of the contract to the American Bridge Co. for the Hell Gate bridge, which will require about 70,000 tons of steel. This material will be rolled by the Carnegie Steel Co. The New York Central has placed orders with the Pressed Steel Car Co. and the American Car and Foundry Co. for 5,000 additional steel underframe box cars, making a total of 7,000 cars ordered by this system within two weeks. The Carnegie Steel Co. will roll about 25,000 to 28,000 tons of plates and other material for the 3,000 cars to be built by the pressed Steel Car Co. This company has also taken 600 gondolas for the Southern Railroad and the Standard Steel Car Co. has received an order for 2,000 cars from the Chesapeake & Ohio Railroad. The Riter-Conley Mfg. Co., has received a contract for a gas holder, to be built at Detroit, which will require 2,700 tons of plates. One large steel company reports that mill orders for plates in October were heavier than for any of the preceding 18 months. Specifications for steel bars are heavier than at any time this year, but extremely low prices have been made on both steel bars and plates, while 1.15c, Pittsburg, on structural steel is now generally quoted. There has been a further reduction of \$1 a ton on wire products, making a total decline of \$5 a ton since June 20. Pig iron is quiet with little inquiry for forward delivery. A sale, 600 tons of No. 2 foundry at \$14, delivered, Pittsburg, is noted. A feature of the scrap market is the large offerings of the railroads and other producers. The Pennsylvania railroad is taking bids on about 32,000 tons. A local mill has taken an order for 7,000 kegs of railroad spikes at \$1.40, Pittsburg.

D. George Clark, who has been manager of the St. John, N.B., branch of the McClary Manufacturing Co. for the past year, leaves for Calgary in a couple of weeks.

News and Methods of Canadian Hardwaremen

St. John Dealers Have Ideas on Winter Merchandising—Offering Free Trial of Electric Iron—Dealer Who Gives Special Attention to Every Order.

IDEAS FOR SELLING WINTER GOODS.

St. John, N.B., Nov. 7, 1911.—With Christmas only a few weeks distant, local hardware dealers are making more active preparations for the increased trade looked forward to with much encouragement, as it is expected to be more satisfactory than in past years in many lines. The city experienced the first fall of snow this week, and this fact encouraged many dealers to bring forward in display articles for winter use, such as snowshoes, sleds, skates, toboggans, moccasins, baby sleighs, snow-shovels, etc., but it is realized that it is slightly too early for sales to begin in most of these lines, though it is just as well to have them to the fore.

For the most part, however, local hardware merchants are pretty busy with their pushing of winter household articles—necessities in the starting of the furnace and the winter stove—to give very much time or attention to featuring the articles mentioned in the foregoing, and their chief reason for bringing them to the front, is, as one dealer said this week, "to let the customer know we have them on hand."

One firm in their store signs, windows, and daily newspaper advertisements, have been paying especial attention to the advisability of their patrons investing a few dollars in the "right kind of an ash-sifter." By this, it is explained in every case, is meant one which "is economical, reasonable in price, will keep down the dust and dirt, and save both time and coal." And the last argument, is that it will "redeem its cost in one season." A local dealer this week said, that he had in almost every case where a new stove was required, disposed of an ash-sifter as well; or, if new fittings were needed to bring the customer to the store, he generally left after having taken with him a new sifter.

As an experiment at Christmas time last year, the hardware firm of W. H. Thorne & Co. opened up a couple of counters in toys, just to see if it would pay them to delve deeper into the sale of these essentials at the festive season. That they were encouraged in their experience, though limited, is evidenced from the fact that this year they are the first firm to open their display in toys, and they have greatly increased their facilities for handling them, besides adding largely to their stock. This week the public was ap-

prised of the fact that they intended delving into toyland more completely, through the featuring of one of the big windows in King St., for a splendid display of all kinds of toys, attractively shown. In addition to this, a toy department has already been opened on one of the upper floors, and several counters, tables, and shelves are well filled with articles calculated to provide amusement and entertainment for the youngsters.

The toyland department of W. H. Thorne & Co., differs probably from any other in the city, in that the toys displayed are more practical and mechanical than is usually the case. There are several new lines shown, and though sales thus far have been few, the chief reason for their opening so early, is the fact that they desire their customers to be aware of their entering more fully into this line of business. It is apt to be a permanent fixture in their business if success greets their efforts this year. It is quite uncommon for a hardware firm in St. John to deal extensively in toys, the most of the other local merchants merely keeping on hand a special line of practical articles, which might perhaps, be styled under that heading.

ADVERTISE TOOLS.

St. John, N.B., Nov. 6.—"McAvity's Messenger" appeared in Saturday's issues of the daily papers in full page form. A great variety of articles were advertised, including saws of all descriptions, mitre boxes, frame clamps, wood planes, block planes, circular planes, bit braces, bit gauges, bit holders, angular borers, spirit levels, box-wood rules, caliper rules, wood mallets, measuring tapes, screw drivers, wing dividers, try squares, trammel points, bevels and plumb bobs. It was, in fact, devoted entirely to mechanics' supplies. Each article was illustrated, described and priced in every size.

EVERY ORDER JUST RIGHT.

Chatham, Ont.—With a view to leading customers to promptly report any shortages in orders delivered, Wm. Anderson, a Chatham grocer, sends out a printed slip with every order. The notice reads as follows:

TO OUR CUSTOMERS:

Our aim is to send out every order absolutely right. Should there be any article in this order not first-

class, we assure you that it is an oversight, and you will do us a great favor by promptly calling our attention to it, then it will be cheerfully replaced.

Give us a chance to correct errors.

Respectfully yours,

Wm. Anderson.

With minor changes in the wording so as to make the notice apply specifically to breakages as well as shortages, the notice could easily be adapted to hardware deliveries. Not only is it a reminder to customers to promptly report any deficiencies, thus avoiding the misunderstandings that often follow delay in this regard, but it also creates a good impression upon the average customer.

A FREE TRIAL.

Tillsonburg, Nov. 8.—E. I. Torrens, the local hardware dealer, is making a special offer to advertise the electric irons he is carrying. A free trial is offered. Mr. Torrens is advertising:

"We will allow one month's use of the—ELECTRIC IRON for the purpose of advertising and demonstrating this wonderful iron. The—iron is distinguished by having the hot point and edge and the greater weight in the toe of the iron. Body of iron is asbestos-filled; never gets very hot while in use. The coil is wound in a flat plane and operates only and directly on the bottom of iron. Hence the current is not wasted and the bottom becomes sufficiently hot for service in less than 4 minutes, 100 deg. for each minute. The heat control is regulated with your finger at the witch on the iron."

LEAMINGTON FIRM DISSOLVES.

Leamington, Ont.—The hardware firm of Greenhill & Moffatt, which has been successfully carried on for the past five years, has been dissolved, Mr. Moffatt retiring. The business will be continued by J. S. Greenhill. Mr. Moffatt will remain a resident of Leamington.

S. Kitchen and J. S. Bruner are engaging in the manufacture of a newly-devised manure spreader, which is made in various widths to fit any wagon, and can be attached and detached in a few minutes. The firm is understood to be contemplating a considerable extension to the present manufacturing operations.

Percy Owen, Strathmore, Alta., opened his hardware store to find that burglars had broken in during the night. They had opened the safe and till and had secured a revolver and \$40. Luckily they had not found a sum of about \$100 in gold and notes in the safe under some documents.

HARDWARE TRADE GOSSIP

Ontario.

Hon. Frank Cochrane was elected in Nipissing without opposition.

P. A. Whitney, of Prescott, spent Thanksgiving Day at Oshkosh.

J. T. Locke has sold his hardware store at Courtright, to R. A. Cowan.

The American Brass Works, Detour, Ill., may locate a branch factory at Sarnia.

Miss Scott, of F. W. MacPherson & Co., Prescott, visited Crystal Rock over the holiday.

Edward Gurney and family, after several months spent in Europe, have returned to Toronto.

Thieves entered W. H. Nichol's store at Chatham and got away with about \$150 worth of goods.

A library contest in London was won by the McClary's Welfare Association with 11,381,885 votes.

Mr. Lapp, of the Queen City Oil Co., Toronto, is spending a fortnight's holiday in the deer country.

J. J. Foot, manager of the Winnipeg branch of the McClary Manufacturing Co., was in London this week.

About the first Christmas window seen in a hardware store is a display of carvers in the store of Aikenhead's, Ltd., Toronto.

Mr. Cameron, bookkeeper with the Geo. Taylor Hardware Co., New Liskeard, has resigned. He is going to start in another line of business.

F. A. Coons and Leslie Suffel, of the Winchester Fish and Game Club, returned last Friday from a deer hunting expedition. They got some fine buck.

The Mills Hardware Co., Hamilton, has been incorporated with a share capital of \$100,000. The incorporators are Charles Mills, architect, Mrs. Cynthia Mills, Nelson Mills and Misses Jean and Ruby Mills.

The sheet metal workers of Toronto have formed a bowling league and have appointed the following patrons:—A. B. Ormsby, G. Douglas, G. Wheeler, A. Matthews, B. Duthie, W. E. Dillon, T. Welch, G. Bryon.

D. Courville, hardware and furniture dealer of Alexandra, has finished his new store building and has fixed the date of the official opening for Wednesday, November 15. The store will be one of the finest in the eastern section of the province.

The Ware Manufacturing Co., are offering to establish a \$45,000 industry at Oakville, for the manufacture of kitchen utensils. The town has been asked to take \$15,000 of their bonds. A by-

law will be submitted to the ratepayers.

Fred Temple, a young man in the employ of Gillespie Bros., hardware dealers, Orangeville, fell from a ladder while engaged in repairing some eave-troughing. He was knocked unconscious and remained so for a couple of hours but fortunately was not seriously hurt.

A disastrous blaze in the village of Bethany wiped out a business block and did damage to the extent of \$34,000. Among the stores destroyed was the hardware establishment of Charles Reynolds. The blaze was first discovered about 11.20 p.m., in a harness shop. The cause has not been definitely ascertained.

While a commercial traveler was handling a gun in Noonan's hardware store, Mount Forest, on Thursday and explaining the mechanism of the lock and magazine, a cartridge in the magazine discharged and the heavy charge of shot tore through the front plate glass window and passed only about a foot from a pedestrian on the street.

A. D. Dame has resigned his position with Steel & Radiation, Toronto, to accept the position of general sales manager for Canada for Master Builders' Method. He was with the Expanded Metal & Fireproofing Co. as salesmanager for about three years, and previously to that had about twelve years' experience with the Galt Art Metal Co., and the Metal Shingle & Siding Co. of Preston.

Quebec.

Business brought W. A. Reynolds, Frelighsburg, Quebec, to Montreal this week.

C. G. Froelick has succeeded to the hardware store of Froelick & McNutt, Semans, Man.

L. J. Codere, of La Cie. Codere, Fils, Sherbrooke, spent several days in Montreal this week.

A. Reney, of Prescott, spent several days visiting the electrical trade in Montreal last week.

Rupert Ballalee, of the Traders' Company, Buckingham, spent Thanksgiving Day in New York.

O. Rouleau, of St. Tite, Quebec, and Cvrille St. Pierre, of Chard, Ontario, were among the retailers doing business in Montreal during the week.

Fred Cory, of Frothingham & Workman's, Montreal, and Alf. Outram of Port Hope, were fortunate enough to shoot a large black bear on their recent hunting trip.

F. Orr Lewis, of Lewis Bros., Montreal, left on Monday for New York, sailing from there for England. His

trip is in the interests of Vickers Sons & Maxim Co.

Jos. G. Tilmosse, superintendent of the St. Maurice Lumber Company and La Cie Electric de Nicolet, Shawinigan Falls, was in Montreal on business Monday and Tuesday.

A meeting of the Canadian Wholesale Hardware Association was held last week, when the advisability of changing the prices of horse shoes and piping was considered. It was determined to do nothing for the time being.

Walter R. Sachs, representing Witting Bros., Limited, Iron and Glass Manufacturers of London, England and Montreal, spent several days in Montreal this week. Later he left on a business trip to the Coast.

Western Provinces.

Frank Haggar has started a hardware business at Anglia, Sask.

A bicycle was stolen last week from the hardware store of Denmark & Burton, Chilliwack, B.C.

Spragge & Hubbs, hardware dealers at North Battleford, Sask., have dissolved partnership, and Jas. C. Hobbs will continue the business.

McPherson & Co., McCreary, Man., have sold the hardware branch of their business to B. F. Sparks.

James Burton, of Denmark & Burton, hardware merchants, Chilliwack, B.C., has returned from a business trip to the coast.

The Grant Powder Co., Victoria, have purchased 2,000 acres at Notch Hill, B.C., for \$100,000, and will move their plant there.

J. S. Dougall, Montreal, president of the Dougall Varnish Co., is on a western trip. He has been as far west as Humboldt, Sask.

F. Laycox, a tinsmith with Fraser & Enticknapp, Weyburn, Sask., was taken to his home at Waskada, Mann., this week with fever.

J. T. Macdonald who has conducted a hardware and grocery store at Calgary, Alta., is giving up the grocery department, and will confine his attention to hardware.

E. Wright, Fort George, B.C., who is associated in hardware and tinning business with H. W. Gross and A. Buchel, has moved into a new store. Hardware—CCC

E. C. Atkins, vice-president of E. C. Atkins & Co., saw manufacturers, has signed a lease of a six-storey building at 109 Powell St., Vancouver. A branch office will be established there.

A new hardware business has been started in Calgary by Maguire & Dixon.

S. B. Peacock, of the Miller-Morse Wholesale Hardware Company, is making a first try through the West.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

White Lead—up 25c a hundred pounds.
Turpentine—drops 3 cents gal.
Lead—up 10 cents cwt.

Toronto.

White Lead—up 25 cents.
Turpentine—down 2 cents.
Linseed Oil—down 5 cents.
Tin—1 cent higher.

MONTREAL.

Montreal, Nov. 10.—The upward tendency, which has been the main feature of the market for some weeks past, continues. Not a decrease is to be noted. True tin has not moved up to a higher price level, but everything points to such a happening before long. Tin, indeed, is due to go higher and higher, until the end of January, when the new agreement made by the executive of the metal exchange comes into force.

Lead has been steadily advancing of late. The local increase in prices came as a natural result.

Iron presents a stronger front, but the supply on hand is adequate and no advance in price has been made locally. Spelter too, remains firm. The only apparent reason that a big jump has not been made in the price, is that little is changing hands. There is little in stock to change hands.

Tin.—The primary market has witnessed a steady advance. Of late this has stopped, but it is believed that this steadying of prices is merely the herald of the approaching Banca sale. The syndicate wants a quiet market before that. This sale once over, and it is expected the high market will resume. "I can see nothing for it," remarked one close student of the situation, "but a climbing market from now until the end of January. Tin is going to be a great deal higher than in the immediate past."

Antimony.—The trouble in China caused considerable activity on this market for a day or two. The great part of the European supply is secured from the Celestial Empire, and it was feared the internal trouble there would seriously curtail the supply.

But the buying was stopped by the word that the old European Syndicate was being renewed. That seemed to show that there was plenty of antimony on hand—enough to be worth protecting.

Lead.—Here has come an advance. On Monday there was an advance of 8 cents a hundred weight in England, and then it was stated that Canadian prices would go up if the increase continued.

It did, and so the advance has come. This is generally quoted at 10 cents, though the exact price has not been determined.

Lead is scarce. Great difficulty is being experienced in filling orders. It is thought to be the scarcity of the metal, more than manipulations which is responsible for the advance.

This advance, of course, is simply the result of a changing market. Another—a winter advance—must be struck as soon as navigation closes.

Spelter.—East St. Louis has risen to 6.30, the highest figure to which it has attained in three years. There has been no change announced on the local market, however, though it is generally conceded that spelter is worth more now than it was a short time ago.

It is hard to get. One house recently purchased a few tons at 6½ cents a pound. All this is going to small orderers. "If a man had spot spelter now he could easily get 7 cents for it," stated an expert.

The large consumers have some of the metal on hand, but they are loath to part with this. They fear that they may not be able to get a fresh supply without a long wait.

Copper.—Heavy European demand is keeping the market stronger. It is believed the war rumors are partly responsible for this situation. Locally, there is a strong call for the metal, with good supplies of it on hand. Prices remain steady.

Pig Iron.—A stronger market is noted here, due to large buying in England. Locally, too, the demand is satisfactory.

TORONTO.

Toronto, Nov. 10.—Greater strength is shown throughout the list of metals this week than has been manifested for some time. Stocks in the hands of jobbers are light, in nearly every important metal, and the shipments coming to hand are in a good many cases handled without warehousing. This is a highly satisfactory state of affairs, for sellers.

Tin.—Prices locally are quoted 1 cent per pound higher than last week. Advances from the Straits tell of a contract for 2000 tons of tin having been placed there at practically the price now ruling for spot tin. As it will take six weeks to land this shipment in London, it is evident that the buyers have every confidence that the present high level will be maintained or even bettered. As a mat-

ter of fact, the word is being passed around among metal men to look out for another squeeze in January. It is not thought, by local authorities, that the new regulations adopted by the London Exchange will have any great effect in limiting the operations of the syndicate. Straits tin, for most purposes, is so far superior to that secured from other sources, that consumers are likely to demand it, in spite of metal exchange regulations.

Antimony.—It might naturally be expected that the revolution in China would limit the output of antimony to such an extent as to create a desire on the part of consumers to stock up. Such a movement, however, has not yet developed, and the market still shows the same quietness that has pervaded it for some time. Prices are unchanged.

Lead.—Prices are steadily advancing, in primary markets, and stocks held locally are very light. One of the leading houses was only saved from a bare stock by the arrival of a steamer Thursday, containing a shipment of lead. Their stock had been reduced to two pigs. Moreover, they had enough orders in hand to dispose of this last shipment from the wharf, without taking it into their warehouse.

Plates and Sheets.—Business is in satisfactory condition, with prices steady.

Copper.—This week's market shows a decidedly better feeling, and it would not be surprising to see higher prices in the near future.

Spelter.—The price is nominally the same as last week, but, in reality there is no spot spelter available. To show the condition of affairs at present, it may be mentioned that a jobbing house in this district was compelled to buy a carload of spelter from a local metal firm at stock prices, in order to meet engagements for November spelter.

Pig Iron.—The better feeling in other metals is bound to have its effect upon this basic commodity. Already a firmer tone is noticed in the market. Prices still rule as follows: Canadian Foundry No. 1, \$19, and No. 2, 50 cents a ton less. Old Country iron is quoted at \$19.50 for Middlesboro No. 3, and \$20.25 for Clarence No. 3; Summerlee No. 2 is \$22, and Cleveland No. 1, \$20.50. Jarow and Glengarnock irons are at \$20 and \$22 respectively.

Old Materials.—Conditions are unchanged, and prices are still quoted as follows:—Heavy copper wire, 10½c to 11c; heavy yellow brass, 7½c to 7¾c; heavy red brass, 9½c to 9¾c; heavy lead, \$2.90; light copper and bottoms, 9½ to 9¾c; tea lead, \$2.40; machinery cast iron, No. 1, \$14; No. 1 wrought, \$10; malleable No. 1, \$8 to \$10; miscellaneous steel, \$6 to \$7; stove plates, \$11.

HARDWARE MARKETS

MONTREAL.

Montreal, Nov. 10.—Generally trade is reported good. In some lines the orders being received are small, since the dealers have already laid in the great amount of their stock, but in others the demand is for large quantities.

Especially gratifying is the call for Christmas goods. Evidently the dealers have become alive to the fact that they must be in the field early in order to get the best results. They are planning to catch a large share of the holiday-trade profits, and the wholesalers are now busy making shipments, that the dealer may have every thing in his favor.

Collections are said to be good, on the whole. A short time ago difficulty was experienced in getting remittances from some of the city trade. Collections from them were harder than from the country merchants. It is said this was because many had overstocked. Be that as it may, the difficulty has now rectified itself, for the accounts are being met as promptly as is to be expected.

There have been no price changes, though the announcement that cutlery will increase after New Years seems already to have stimulated buying in that line.

Seasonable Goods.—Here the orders continue to come in fast, though much of the demand has been met in the past few weeks. Sleigh bells continue to move well, while the sale of horse blankets is not yet over. In some districts, indeed, this appears to have only nicely started. Weather strip remains in demand, while snow shovels and scrapers are being ordered by those dealers who take time by the forelock.

Christmas Goods.—The holiday season, with its extra toil and worry, as well as its extra pleasure and gain, is nearly here. It is not hard to realize this as one walks through the jobbing houses. The floors are littered with Christmas goods awaiting shipment to the retailers who will sell them for presents. Cutlery is in especial demand. So are electrical irons and such goods. Foot heaters, to go in cutters, are in demand by merchants who number among their customers many who drive.

Household Goods.—A good steady demand is keeping up. This will probably fall off after navigation closes, but now those dealers who can get in their supplies by boat are anxious to do so.

Building paper seems to be wanted in large quantities still. The open weather is helping the trade in this line, since it is not only possible but quite pleasant for even out door building to be continued. No change in the price of building paper has been effected, but

there seems to be a feeling that an increase may be made. The difficulty is for the dealers to come to an understanding, but the general feeling appears to be that this should be reached, since the paper is now selling at a figure which comes pretty close to cutting off all profit.

Sporting Goods.—Hockey sticks, skates, pucks and similar goods were rushed out of the jobbing houses during the early days of October, and now only a few late orders and some of the sorting variety are being received. These can be given prompt attention.

Builders' Hardware.—Still orders are being received for goods which will enable the completion of new buildings. But the back of this business has been broken. There will be a certain activity probably until Christmas, but after that this branch will become dead, or hibernate until early spring.

Heavy Hardware.—Trade continues satisfactory, with prices as they have been since the new rate for piping was struck.

Cement.—Two things have tended to keep up the demand for cement—the drop in prices which came into effect upon the first of this month, and the temperate weather. There have been some raw days to date, but the majority have been temperate, so that work on concrete was possible. The diminution in the size of the orders—for of course these are not as large or as numerous now as they were a month ago—has brought relief as far as the car trouble is concerned.

TORONTO.

Toronto, Nov. 10.—There is a brisk tone to business in the wholesale section this week. "Never busier," was the terse comment of one jobber. "We have just about as much business as we can handle," was the statement of another. All agree that the indications point to an exceptionally busy winter. Prosperity holds undisputed sway so far as the hardware trade is considered.

The fly in the ointment at the present time is the inability of the railroads to make prompt deliveries. Consignments of goods put through the local customs office a week ago are still undelivered and enquiries elicit the information that there is a rather serious congestion of freight here at the present time. As a natural result, shipments in some lines to retailers have been delayed.

Manufacturers are now filling orders with greater despatch than was the case a few weeks ago. Although large shipments are still being made to the west, the manufacturers are now in a posi-

tion to give early attention to orders for eastern points as well.

Seasonable Goods.—There is a heavy demand for all winter supplies. Every mail brings in a batch of orders for such goods as snow shovels, weather strip, sleigh bells, blankets, etc. The salesmanager of a local house showed a representative of Hardware and Metal three letters in which previous orders for these lines were materially supplemented.

Christmas Goods.—The most satisfactory feature in connection with this department is the fact that retailers are showing a pretty general tendency to order earlier than usual. Good sized orders, particularly for cutlery, are being placed and in many cases prompt shipment is specified. The advances in some lines of cutlery have not interfered with the demand. Although it was expected that the advances would be made universal, some makers are still quoting as before. The Christmas demand is noticeably strong in other lines—brass goods, cut glass, metal toys, etc.

Toys.—That the toy department is becoming a feature of many hardware stores is shown by the many orders being placed for supplies.

Household Goods.—There is a steady tone to business in this line. Granite-ware is in demand and all lines of tin-ware are moving out in goodly bulk. Aluminum utensils are having a brisk sale, presumably for the holiday trade.

Builders' Hardware.—There is a surprisingly heavy demand for builders' hardware. The trimming of houses is now being undertaken very largely and the demand on the retailers is probably heavier than at any other time of the year. Lock sets, hinges, window cords, building paper and all goods of a similar description are moving out in large bulk daily. The demand is centered very largely in Toronto. Outside retailers are pretty well stocked up and only sorting-up orders are being received from outside points.

Heavy Hardware.—Orders are being booked but shipments have fallen off to some extent. Prices remain firm. Price quotations are:—Discounts on carriage bolts, $\frac{3}{4}$ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and $7\frac{1}{2}$.

Sporting Goods.—There is a splendid demand for guns, ammunition, and hunters' supplies. Skates and hockey goods, sleds, snowshoes, etc., are also active and shipments in this department are becoming heavy. The belated German shipments have come to hand and this has enabled the jobbers to catch up with their early orders.

Twenty Years Ago In the Canadian Hardware Trade

The following items are copied from Hardware and Metal, issue of Nov. 14, 1891:—

"T. B. Lee, of Rice Lewis & Son, returned on Wednesday, from New York, where he had been for the previous ten days."

Editor's Note.—T. B. Lee has, for several years past, conducted a wholesale hardware business on his own account, in Toronto, and has met with a good measure of success.

* * *

"H. Walter Dorken, of the firm of E. Henser & Co., Montreal, agents for John Wilson's cutlery and H. Boker & Co., was in the city last week."

Editor's Note.—There is probably no better known firm of manufacturers' agents in Canada, than Dorken Bros. & Co., of Montreal, of which H. Walter Dorken is a partner. The two lines mentioned in the above item, are among the most important carried by this firm.

* * *

"Robert Hobson, son of the chief engineer of the Grand Trunk, was married on Saturday, to Miss Mary Andrewina Wood, daughter of A. T. Wood, wholesale hardware merchant, of Hamilton."

Editor's Note.—Robert Hobson has had a brilliant business career, and is now general manager of one of Canada's largest corporations—The Steel Company of Canada.

"The new warehouse of the Imperial Oil Co., Moncton, N.B., is iron cased with double cornice of iron and zinc. There is no appearance of wood on the outside, and the ventilating apparatus is first-class."

Editor's Note.—Great advances have been made in the manufacture of sheet metal building materials, during the past twenty years, and there to-day, thousands of warehouses, barns, rinks, and similar buildings erected in the same fashion as the Halifax warehouse of the Imperial Oil Co., built twenty years ago.

DISCOUNT ON LEAD PIPE.

Our attention has been called to a typographical error on page 58, October 28th issue of Hardware and Metal, in connection with the quotation on lead pipe. The revised discount was quoted at 45 per cent., instead of 25 per cent. This means that the discount has been lowered, which results in a higher net price on lead pipe.

TO PROHIBIT DUMPING.

Ottawa, Nov. 8.—The Department of Customs has issued an important order-in-council affecting the dumping of steel tubing. The order provides that the dumping duty of 1907 shall supply without any exemption allowances to iron and steel tubing of from four to eight inches diameter. Tubing is now coming in free, and as it is being manufactured now in Canada, it is a slight modicum of protection. The same order places smaller sizes of tubing in the same basis as rolled iron and steel in reference to the dumping law.

FIRM CHANGES HANDS.

Charlottetown, P.E.I., Nov. 6.—An important deal was consummated here to-day when George J. Rogers bought out the controlling interest in the business of the Rogers Hardware Co., hardware wholesalers, from his brother Benjamin Rogers. He becomes president and general manager of the company.

Mr. Rogers was manager and buyer for the firm when it went under the style of Dodd & Rogers. When the Rogers Hardware Co. was formed in 1907, he was made vice-president, the late Benjamin Rogers being president.

The deal includes all the buildings and real estate pertaining to the business.

HARDWAREMAN PLEADED CASE IN COURT.

Kingston, November 7th.—John McKelvey, ex-mayor and hardware merchant, member of the old-established firm of McKelvey & Birch, Brock street, was summoned to the police court, for an alleged violation of the city by-laws, but Mr. McKelvey won out in the case, which was dismissed by Magistrate Farrell.

The charge was laid by the Concrete Paving Company, which has the contract for putting down four blocks of pavement in this city, and the company's representative claimed that Mr. McKelvey gave his driver orders to break down a barrier the company had put up over the newly made pavement and drive over it. The case was fought out in the court, and it was found that there was no city by-law to cover the case, and, therefore, the magistrate dismissed the charge, and at the same time the magistrate severely criticized the company for their slowness in doing the work. The company has been very slow in doing the work. The tearing up of the road on Brock street, caught the hardware firm of McKelvey & Birch just in the busiest time of the year, as they were getting out stoves, etc. Mr. McKelvey fought his own case, and the company was represented by counsel. Mr. McKelvey pointed out that the com-

pany had its own team running over the new work four days before he had ordered his driver to go over the road, and he did not consider that he had damaged the road. The assistant engineer of the city, R. J. McClelland, who is at present acting-engineer, was called, and under oath he said that he could not say that any damage had been done to the roadway.

NEW COMPANY FORMED.

Toronto, Nov. 10.—The announcement was made recently of the incorporation of Canada Hardware, with a capital stock of \$50,000.

The new company have bought out the hardware end of the business of the Canada Glass, Mantels and Tiles, Toronto. They have taken over the stock and good will and are occupying the western wing of the premises of that company on Richmond St.

The premises are being made separate and the Canada Hardware, have acquired property on the other side, which will give them double the capacity. The front part of the newly acquired property is being fitted up for retail accommodation purposes.

The president of the new company is A. M. Grantham, formerly of the Imperial Construction Co., and prior to that superintendent of Construction and Purchasing agent of the Toronto Street Railway Co. John Brooks, formerly manager of the hardware department of the Canada Glass, Mantel & Tiles, is vice-president.

The new company are specializing on builders' hardware, but will carry other lines of hardware and are contemplating the handling of fixtures. They will make a specialty of contracting and will run the retail department largely for accommodation purposes.

The old staff of the Canada Glass, Mantels & Tiles, has been taken over intact.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

A PAINT FOLDER.

Pinchin, Johnson & Co., Toronto, have issued, for the benefit of their dealers, a folder, which is designed to increase the sale of Minerva Rural Barn Red. An attractive cut of a barn painted in this color, appears on the front, and a large piece of paper coated with the paint, is pasted on the inside, to show its actual color. Directions for the use of the paint are also given.

Stoves, Furnaces and Cooking Accessories

Cater to the Housewife in the Stove Business

Retail Dealer Has Arrived at the Belief That Women are the Stove Buyers of To-day—Quotes From His Own Experience—The Value of Side Lines—Time is Ripe for Winter Comfort Window.

"I've only been in this neighborhood a year or so, but I have as good a business in stoves as any dealer could want," declared a hardwareman the other day.

"I lay the whole credit," he continued, "to the fact that I have striven from the very start to interest the women in my store. Make a mental note of this fact; the women are the stove buyers nowadays. Interest the mistress of the house in your make of range and that is the range which will ultimately be bought."

Buying out a fairly well established business in a residential section a little over a year before, this aggressive hardwareman had addressed himself to the task of getting the custom of the ladies. His first step had been to renovate and brighten up the store. In the first two months of his occupancy he made some very sweeping changes. Old counters were removed and replaced by silent salesmen, goods were cleared from the ceiling, a coat of paint was applied and the whole aspect of the place was made entirely different. From a dingy, uninviting hole, it became a bright and cheery store with an attractively arranged array of goods.

His next step was to get in a stock of goods which would appeal to the women. He devoured catalogues and trade papers in search of information about new goods, and every novelty, which had a practical value, was given a trial. He kept right up to the moment and his stock contained an assortment of the very latest things in the way of household conveniences. Every time a lady customer entered the store he had something new to show her—a saucepan with a strainer attached, a kettle with a lid at the side, instead of under the handle, or some such innovation. As the neighborhood was a well-to-do one, most of the housewives could afford to purchase such things pretty much as they desired, and the result was that he generally managed to dispose of every new article that he took up.

But the sales thus made were the least attractive part of the proposition from his standpoint. His greatest bene-

fit lay in the fact that the women got into the habit of dealing at his store regularly.

working up Stove Trade.

Early this fall he began to reap the benefits of his campaign. Having gained the interest of the ladies, he was in a position to introduce his stove proposition to a large number of them. Then he arranged a demonstration and sent out personal invitations to every woman in the district to attend. The back of the store was arranged for the purpose, with plenty of chairs placed in a semi-circle around the range. On three afternoons the attendance was large and the demonstrations proved pleasant, chatty little affairs. A few wives brought their husbands, but the men all through were chiefly conspicuous by their absence.

The proprietor of the store watched events during the succeeding three weeks closely and was able to compile an interesting table of statistics. These figures he communicated to the writer, as proof positive of his statement that the fair sex have usurped—or, at least, assumed—the privilege of stove buying.

"I sold nine ranges," he declared, "which the men of the house never even saw. The women conducted the negotiations all through. I offered in one case to send the stove up to the house to let the husband see it, but the wife vetoed the suggestion as quite unnecessary. In about a dozen other cases the husbands were brought down to see the ranges purely as a matter of form. I could see that the sale in each case had been made before the men entered the store and, for that matter, they appeared quite willing to acquiesce in anything their wives said. The rest of the sales were made to couples, but in nine out of every ten the women did most of the talking and finally gave the decision one way or the other."

Where Dealers Lose.

These statistics are convincing. They prove at least, that in sections such as the one served by this store, the woman is the arbiter of store deals and, therefore, the person to be catered to.

Many stove dealers totally disregard this fact—for a real, unavoidable fact it is. They do not seem to realize that the ladies prefer to deal in stores which are clean and attractive. They keep murky, untidy looking premises, attend to customers with the grime of the repair shop on their hands and face and otherwise discourage the patronage of the lady customer. And on top of that, they wonder why so much of the trade goes elsewhere.

Value of Side Lines.

The experience of the merchant cited above brings another point to mind; the value of side lines in securing stove business. By interesting a customer in a new article, something connected with heating or cooking, it is often quite possible to lead them around to the stove question and get them interested in your proposition.

It is advisable, for instance, to handle a line of brass grate supplies—hods, brass and copper kerbs, fire irons, and a long list of similar goods which combine a high degree of practicability with unusually attractive appearance. Goods of this nature sell well, and they draw new custom, thus serving as feeders for more stove business.

Speaking of goods of this nature brings another matter to mind. It is about time for a "winter comfort window." No trim is more effective at this season of the year than one which reflects the comforts which every home should have during the cold weather. The writer recalls one particularly effective trim in a hardware store window last fall. In the centre was a table of early English design, covered with an assortment of articles such as books, papers and magazines, a pack of cards and an electric-shaded lamp, which was kept lighted every evening. A couple of chairs were placed around and in one corner was a mantle fitted out with a complete brass equipment. A semblance of fire was shown in the grate by means of electric lights placed under red tissue paper. The scene was home-like and countless people halted in the cold on the other side of the plate glass to scrutinize and admire it.

Purchases of the grate supplies shown in this window are made largely in the fall of the year. How about something of that kind for one of your next week's trims?

A Well Known Stove Man Has Retired

W. E. Drake, Vancouver, Manager of the McClary Manufacturing Co., Withdraws After Thirty-Two Years of Active Services—Other Changes Are Being Made in Branch Managerships—Mr. Drake Was One of the "Old Guard."

Vancouver, Nov. 6.—The retirement of W. E. Drake, the manager of the Vancouver branch of the McClary Mfg. Co., is a matter of considerable interest, for two reasons. In the first place, his retirement has caused a number of changes in the managerial ranks of the McClary Co.; and, in the second place, Mr. Drake has been in the stove business for so many years that he is known from one end of the continent to the other.

It is just thirty-two years since Mr. Drake first joined the staff of the McClary Mfg. Co. He began in a minor capacity and worked himself up to the high post which he has filled so creditably for many years. Before going to Vancouver, he was located for a time both at Toronto and Montreal. When he first joined, the staff consisted of John McClary, Col. W. A. Gartshore, A. T. H. Johnson, Godfrey Chadwick, J. W. Rowlands, Geo. McClary, E. H. Grenfell, A. D. Kennelly and himself. Mr. McClary and Col. Gartshore are still at the head of the concern but, of the rest, the only two remaining with the company are Mr. Kennelly, now manager of the Toronto branch and Mr. Grenfell, who is still a member of the traveling staff. They now constitute all that is left of the "old guard."

Mr. Drake intends to retire from active

business, and will take a trip back east shortly to renew old acquaintances.

Appointments Made.

He will be succeeded by J. J. Foot, manager of the Winnipeg branch. Although no announcement has yet been made, it is understood that the Winnipeg managership will be filled by A. J. Clark, now manager of the Calgary branch. Mr. Clark in turn will be succeeded by his brother, D. George Clark, who for the past three years has been manager of the St. John, N.B. branch. The duties of the Calgary office will not be entirely new to D. George Clark, as he acted in the capacity of supply manager for some months recently, when his brother was seriously ill. He will, therefore, go to his new duties with a good knowledge of that district.

The managership of the St. John office will be filled by the promotion of George S. Bishop, who has been accountant there ever since the branch was opened.

Mr. Foot, who succeeds Mr. Drake at Vancouver, was formerly salesmanager at London.

It is understood that the changes are to go into effect at once, and the new managers will report at their posts at once.

Discordant Note from the West

Manager of a Stove Branch Says Crops Have Been so Bad That Accounts Cannot be Collected—Government Will Have to Help Farmers—Eastern Officers Think Conditions Not as Bad as Painted.

From the Winnipeg branch manager of a stove concern comes a letter which seems to show a bad state of affairs in the west. The letter, as given here in part, will speak for itself:—

"In addition we sincerely regret to say that general collections throughout the country are poor, and strenuous complaint is being made on all sides as to the manner in which accounts are being met. The reason for this is the backward season in Manitoba, as we have had quite a large amount of rain which has hindered threshing operations. The same thing applies to Saskatchewan and Alberta. In quite a number of places in Saskatchewan and Alberta the grain has been very badly frosted, while in certain portions of Southern Alberta the crops are not only an entire failure, but

the failure, following as it does a similar failure last year, leaves certain sections where the government will have to assist the farmer to tide over the winter."

Naturally such a message caused a good deal of alarm, and the officials of the company considered what their western manager had said carefully. As the result of this deliberation, they have decided that there is no real cause for alarm. They expect a few bad accounts, but say that the majority of the dealers will be able to pay alright, though they will undoubtedly need more time than has regularly been given them.

The crops are somewhat backward, but from the advice which is received here, they are not so generally backward as the Winnipeg man's letter would imply.

Nor has the damage done by frost been as widespread as his note infers.

Said the man to whom this somewhat alarming note was sent: "I do not think the condition is serious. Undoubtedly there is much in what our western representative says, but always there are some poor crops. Always there are some dealers slow in making payments. The condition is a little more widespread this year than usual. It will mean a delay, but the majority of the accounts will be secured alright. I feel sure of that."

TO BUILD FOUNDRY.

Wingham, Ont., Nov. 8.—A proposition has been laid before the town council by the Western Foundry Co. They agree to build a new stove foundry and to employ 50 workmen the first year in consideration of a loan of \$10,000 a free site and a fixed assessment. In the discussion before the council board, it was stated that the company would erect buildings and put in a plant to the value of \$35,000.

The proposition met with favor and a by-law will be submitted to the rate-payers.

A SEASONABLE AD.

Guelph, Ont., Oct. 6.—Under the caption "the best is none too good for our customers," the Guelph Hardware Co. are advertising a list of peculiarly seasonable articles. Stove cement, stove pipe varnish, aluminum paint, stove pipes and elbows are among the goods quoted and, as this is the season of the year when the demand for new stove pipes and the renovating of old is felt, there has been a good sale.

Other goods advertised in the same space are oilcloth binding, curtain stretchers, paint, glass and ready roofing.

NEW PATENTS.

136,246—P. A. Bouchet, Merced, Cal. Earth boring auger cutter heads.

136,251—P. C. Dean, Pittsburg, Pa. Horseshoe attachments.

136,280—Ed. Hanmerly, Sherwood, N. Dakota. Tool holders or clips.

136,296—Wm. J. Kent, New York, N.Y. Machines for making toe-calks.

136,309—S. M. Moen, Clitherall, Minn. Skinning tools.

136,235—M. Ilka & Chas. Ilka, Hamilton, Mont. Saws.

136,210—Chas. Jas. Clements, Brooklyn, N.Y. Bolt anchors. The Clements Co.

136,179—L. P. N. Smith, Portsmouth, Ohio. Anti-slipping attachments for horse shoes. L. P. N. Smith & D. P. Prat.

STOVE AND HEATING MARKETS

MONTREAL.

Montreal, Nov. 9.—When the end of the first week in November comes, the back of the stove business, as far as the manufacturers are concerned, has usually been broken. It seems so this year, for now the orders are not piling up as they did through October. Still the shipping departments are being kept busy, but the task of getting off the orders does not now seem so hopeless.

During the past week a weakening in the demand for heaters has been noted. This was to be expected. Earlier a strong call had been felt for this line, and the majority of the dealers were well supplied.

For ranges the demand is still heavy, though here the orders are for smaller numbers than those received a fortnight or more ago. Dealers now are becoming a little afraid to order largely, lest they be left with a large stock on their hands. Kitchenware is being purchased in large quantities. From now until the close of navigation this activity will continue.

Collections are reported fair. One manager states that the money is coming from the country in good style, but that payments in the city are harder to secure. He believes this may be partially accounted for by the large amount of building which has been going on; and by the amount of money which has been tied up in real estate.

At another house word has been received from the Winnipeg manager, that collections are far from good in the West. This condition has been carefully considered, however, and it is believed the western money will be forthcoming, though it may be rather late.

Ranges.—The demand for this class of stove continues steady. Shipments have decreased in size. Now the dealers are ordering their stoves as they need them. A Joillette hardwareman has sent orders for two stoves every day for a week and more. He continued to sell well, but apparently does not like to get too large a stock on hand.

Though the orders are smaller than for some time past prompt delivery is needed, and so the shippers still have difficulties to encounter. The dray shortage has improved, somewhat, however, which makes the situation easier.

Oak Heaters.—A quietness has followed the rush which was noted in this line a week ago. This is natural. The heavy ordering which the dealers did then secured them a good supply, upon which they have been trading since. Small orders are being received for heaters daily, but it is expected that

there will not now be many large demands until the winter actually breaks.

Base Burners.—This line too is in less demand than a week ago. From the West many orders are being received, but as with other lines, so here, the dealers have secured the greater part of their supply.

Furnaces.—The manufacturers are yet busy supplying the contractors with the furnaces which they ordered earlier in the year. Orders are coming from other sources, but not with the frequency that they did some little time ago. The furnace trade has been heavy—heavier than for a number of years past—but now the heaters are nearly all installed. It is only the late work which remains to be equipped with boilers and heating fixtures. There has been so much building, however, that a larger amount than usual remains to be completed yet.

Kitchen Furnishings.—This is one of the busiest times of the year in tinware and enamelware. These goods are in demand the year round, so that the dealers are not afraid to get a good supply on hand. Their great aim is to get this supply as cheaply as possible. That is the reason they are forwarding orders now; for they will save considerably by getting the goods shipped before navigation closes.

Quebec wholesalers have been filling large orders for tinware. So have the jobbers in Ontario and the West. The shipping departments have been busy with these goods.

TORONTO.

Toronto, Nov. 10.—The stove manufacturers are enjoying, not a breathing spell, but a partial cessation from the extreme activity which has been maintained for the six weeks or so. This is not due to any perceptible slackening in the amount of business here, but rather to the fact, that the heaviest Western shipments have been made. With the Western demand partially satisfied, the manufacturers are able to give a larger proportion of their output to satisfy the demand from points nearer home.

"We received three times as much stock from the factory this week as in any past week," said the Toronto sales manager of one firm. "Consequently, we are able to fill orders more promptly than has been the case for some time back."

Ranges.—The demand has not fallen off by any means. Here is an instance, which illustrates how things are going. A retailer placed an order on Tuesday of this week for twenty-two ranges, fourteen of which were already sold. The

same dealer has bought, and disposed, of no fewer than forty ranges, not counting the last order. Others have been doing just as prosperous a business. The manufacturers state that a record business has been done in ranges.

Oak Heaters.—Business keeps up well. The difficulty experienced earlier in the season in getting large enough supplies of the better grades, is not as pronounced now, though the demand still runs a little ahead of the supply.

Base Burners.—The demand is still satisfactory. In some sections it has been a particularly good year for base burners. It is stated that about a week ago an effort was made to import "Quebec heaters" into Ontario, but the Quebec founder, with whom the order was placed, could ship on a few only. He reported that the demand had been so large that he had absolutely run out of material.

Furnaces.—The situation is a little easier with respect to furnaces. Supplies are coming forward from the foundries, and it is reported that all orders for immediate delivery are being shipped on the minute.

Most of the manufacturers are well booked up in the furnace line for many weeks to come. Some bookings have been made for as late as December 14.

Canada Plates.—The demand is well sustained and supplies are coming forward satisfactorily. Prices remain firm.

Gas Ranges.—Several orders were put through this week, but the demand now is very small.

Kitchen Furnishings.—The demand has been unusually heavy during the past week. All variety of kettles, pans, cookers, and pots have been moving out briskly. Heating supplies, such as stove pipes, dampers, grates, registers, etc., have been sold in larger bulk during the past week, perhaps, than at any previous time during the season.

TO MANUFACTURE STOVES.

Windsor, Ont.—E. C. McKenna, of Detroit, has leased the lower floor of the new power building at Walkerville for the manufacture of coal and wood stoves. The output and the number of men to be employed has not been decided, but will be announced shortly. The concern will be known as the Dominion Malleable Range Co.

INVENTS REGULATOR.

A. F. Passmore, Toronto, has invented a regulator which, he claims, will automatically remove the checks on a hot air furnace or boiler at any hour of the morning, and thus heat up the house before the occupants arise. It will be possible by the use of this new contrivance to set it at the desired hour and depend on the regulator to do the rest.

The Western Hardware Market Situation

Majority of Wheat Now Threshed—Stoves the Centre of Attraction—Stocks Are Said to be Light—Retailers Already Find Demand for Skates—Business is Good, Generally.

Winnipeg, Nov. 6.—Now that the majority of the wheat in Western Canada has been threshed a sigh of relief has gone up from the entire west. True there are still many millions of bushels left to be harvested in Saskatchewan and Alberta, but had the dry spell which has been prevailing during the last ten days not arrived before winter set in the situation would have been disastrous. As it is many are still fearing the loss of their entire crop owing to the scarcity of threshing outfits in the large central province, but the government authorities are endeavoring with the co-operation of the railroads to induce outfits from Manitoba to visit Saskatchewan and assist in preventing the disaster which must occur if a heavy fall of snow arrives before all the grain is threshed. So far the latest reports give 80 per cent. of the Manitoba crop to be harvested and 50 per cent. marketed; 60 per cent. of the Saskatchewan crop threshed and 30 per cent. marketed, and only 30 per cent. of the Alberta crop harvested.

The feeling of security in the country has assisted in maintaining the volume of trade transacted to a higher level than heretofore in what is generally a slack season. An active trade still continues in all lines but the majority of orders are generally sorting ones, to finish the fall trade. Stoves are undoubtedly the centre of attention as stocks appear to be too small to supply the demand. All carload lots from the factories have passed through and been delivered for the fall trade, but smaller orders continue to arrive for all makes.

Household Goods.—Many late orders have been received for goods in this line which could be featured up for the Christmas trade.

Building paper is also moving steadily as the march of progress still continues in spite of the cold.

Sporting Goods.—This department shows the greatest activity at present, winter sporting goods and horse blankets being the most in demand. Skating has already started in the west, the cold weather having frozen over many rivers and slough. Hockey requisites are in much demand as well as rifle and ball cartridges for deer and large game hunting.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—\$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Cleavices—7½c. net lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's 65 per cent.

Galvanized Iron—Anollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24, \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe.—¾ in., \$3.25; 1 in., \$4.05; 1½ in., \$5.00; 2 in., \$7.20; 1½ in., \$9.80; 1½ in., \$11.80; 2 in., \$15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—¾ in., \$3.15; 1 in., \$2.30; 1½ in., \$2.35; 2 in., \$3.15; 2½ in.,

\$3.80; 1 in., \$5.45; 1½ in., \$7.45; 1½ in., \$8.95; 2 in., \$11.55; 2½ in., \$18.40; 3 in., \$24.15; 3½ in., \$32.25; 4 in., \$36.75; 4½ in., \$42.50; 5 in., \$47.50; 6 in., \$61.50; 7 in., \$95.50; 8 in., \$118.

Logging Chain—¾ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Pig Lead—\$4.75. Lead Pipe—\$5.75.

Lead Waste—\$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10½c; British manila, 8½c; lath yarn, 3c.

Sheet Zinc—Casks, \$8.75; broken lots, \$9.25.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize east-ern freights.

Solder—Half and half, \$28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I.C., \$9.75; I.X., \$11.75

Tin Plate—I. C., charcoal, 20 x 28, full box, \$10.25; ½ box, \$5.50; I.X., full box, \$14.25; ½ box, \$7.50; 20 x 39, I.C., full box, \$13.50; ½ box, \$8; I.X., full box, \$15.50; ½ box, \$9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Paint and Oils.

Paints and Oils.—Turpentine and linseed oil remain unchanged from last week, the former at 85 cents per gallon in barrels, and 95 cents in small lots, and the latter \$1.15 per gallon raw and \$1.18 per gallon boiled. The demand in these lines remains steady, and wholesalers state that they expect it to remain so for the present.

Putty and Glass.—The demand for glass continues exceptionally strong in spite of the advance which took place two weeks ago. Putty is also steady and prices in this line being \$3.15 per 100-lb. drums, and \$2.75 per 100 lbs. is cost of 900-lb. casks. Putty in barrels is quoted at \$3.15 per cwt., and \$3.40 in 100-lb. cases.

Glass quotations are:—First break, all under 25 united ins., \$3.75 per 100 sq. ft.

Lead.—This line is still active and is now quoted at prices ranging from \$6.25 to \$7.25.

Methods of Retailing Paints and Varnishes

Why Not Hold a Pre-Winter Paint Sale?

The Necessity of Protecting Property Against the Elements is Recognized by Owners—Make a Direct Appeal Now—A Suggested Window Display to Express the Idea of the Sale.

Time is now getting on. Colder weather is now a certainty for the very near future, and the time left for outside painting is, therefore, correspondingly short. Although trade should continue more or less right through the winter months, the retailer cannot count upon an active demand much after that time, when really severe weather sets in. It would be wise, therefore, to take some steps very shortly now to anticipate the cessation of activity in the demand.

It is not wise to carry through the winter season, the odds and ends of stock left over after the summer and fall trade. Such goods are likely to become shopworn, and some at least would be found insalable in the spring. The hardwareman could not do better, then, than make a special effort at the close of the fall season to dispose of all such stock. A "clearance sale" would be found a profitable move.

The idea might be developed still further. Why not have a winding-up sale of large proportions? A logical appeal can be made at this season to the householder. Paint is a great protection to property during the winter months; in fact, it is during the severe weather that the necessity is most felt. Property owners will admit this to be true; they recognize that, according to theory, they really should give their property every protection. This can be brought home to them most effectively at the present season of the year, when a foretaste of winter rigors has been felt. The property owner is more likely to put into practice now the step, which he formerly recognized to be theoretically the proper thing. Why not make one last appeal? A pre-winter paint sale contains promise of great possibilities.

A Window Suggestion.

A necessary adjunct to a sale of this nature would be an effective window display. The following suggestion might be put into effect.

To be useful at this time of year, a window must suggest something to the passer-by. People will loiter along the streets when the weather is warm, but in winter time they become "hustlers," and the store window has to appeal directly to them to arrest their steps. It would be necessary, therefore, to make the paint window in question suggest the idea of the sale.

Take a supply of paint tins of small size, and build them up in the form of battlements, as suggested in the accompanying illustration—a "hold" in the centre, surrounded by a row of tins built up in battlemented form, with an open space in front, and outside that again, another and lower formation, to represent the outer walls of the castle. The intervening space between the two walls would represent the "moat." By erecting the structure on a large sized pane of glass, and arranging it so that the glass would show only where the moat should be, a realistic touch would be lent.

We are offering special inducements. Better consult us at once, as the time is now short.

The background could be filled in with tins of larger size, manufacturers' lithographs, color cards, etc.

This window would involve little trouble and no expense. It would get away from the beaten track, and at the same time demonstrate the idea of the sale.

A paint sale now, would, unless all indications are astray, create a fairly active demand. It would enable the hardwareman to prune his stock of all accumulated odds and ends, and relieve him of the necessity of cluttering his shelves with these goods during the winter.

The Winter Trade.

A well-known American millionaire is reported to have replied to a query as



A Suggested Paint Window Trim for Present Use.

A structure of this sort in the window would undoubtedly be attractive. It would catch the eye. People would pause to look at it.

Now for the application. Over the castle of paint tins, suspend a large card, with the following printed plainly:

The Strongest Kind of Battlements.

Paint is a protection against the ravages of time and the elements. It keeps out the invader decay, and guards your home against depreciation. Winter is now close at hand. Why not protect your home with a fresh coating of paint?

to how he had got his first start, by saying: "I bought my straw hats in the winter time." The inference is quite obvious. Money can be saved by purchasing necessary goods at times when the best value can be secured for the money. Many people act on this principle and it is, therefore, possible to find a market for any kind of goods at the most unseasonable times.

Hardwaremen should not allow themselves to drift into the opinion that paint cannot be sold during the winter time. It can be sold, and is sold by dealers who have taken the trouble to try for sales.

The Value of United States Paint Tests

The Pigments Which Give the Best Paint for Various Purposes, and for Various Climates, are Being Shown in These Experiments—New Values of Paint are Being Brought Out—Much Information of Worth to Paint Makers and Paint Users is to be Had Freely.

For some years past the scientific section of the Paint Manufacturers' Association of the United States has been conducting tests, painting steel slabs with various styles of paint, in order to find which gives the best service under various weather conditions. At Atlantic City, North Dakota, and Pittsburg, fences have been erected, and there the committee in charge have made repeated inspections, testing the effect of pigment after pigment.

To many in Canada these tests are of value, yet from what can be learned, the number who are examining the bulletin, prepared by the scientific section from time to time, is not large. It would seem that some in Canada—painters, hardware men, and even manufacturers, are not quite alive to their opportunities.

Temperature Not Forgotten.

But some have been following the United States tests closely, and they report that already they have learned much. In the first place it has been ascertained with some degree of certainty, which pigments prove the best in extremely hot district, and which serve better where the temperature reaches a low level. That, of course is the object in having the United States tests made in different districts. They enable temperature—an important factor with regard to paint—to be kept constantly in view.

"I wish," said a Canadian manufacturer, "that we could carry on such tests in the Dominion. But that seems to be impossible. Many of us are constantly making little tests of our own. You will see painted slabs on the roofs of many paint factories, but the usefulness of such tests is not as great as we could wish. The United States experiments, however, are of great use to us. The climatic conditions under which they are being made are not quite the same as those which exist here, still they are near enough to give us a good idea of the relative value of the various pigments tested."

Minimum Voids.

A number of things have to be born in mind when paint making is under consideration. First it is necessary to secure a coating which presents the minimum of voids. That is the pigments must fit so closely together that little opportunity is given for destruc-

tive forces to reach the material which is to be preserved.

But the paint covering must also have a maximum of elasticity, that it may not break under stresses—the expansions and contractions—which come from the material covered.

All these things have been borne in mind by those carrying on the tests. They have discovered that paints made from several pigments are better than those made from one, as the various sized pigments fit together in such a way as to make a closer web. They have discovered much about the elastic quality—which oils, and what proportion of oils give this expansive quality for the various weather conditions.

Inhibitive Qualities.

But not only the prohibitive, but the inhibitive qualities have been remembered. Only of late has it been recognized that paint must keep decaying elements from proceeding out of a material covered, as well as keeping decaying elements from penetrating to it.

This last is an important feature of the tests now being made. Much remains to be learned about it, but in the various reports already issued many facts of great importance have been brought out.

The tests promise to bring about a better day in painting. The strides which have been made in the past few years have been tremendous, but it stands to reason that there is much yet to be learned about this great preserving material. It is the men who are studying these tests who are getting much of this new information. They are learning where it is possible to improve. They are learning more and more the value of the product they are turning out. They are keeping up with the times.

Every one admits that reciprocity in ideas is of great value. Here is an opportunity for Canadian paint makers and users to get—duty free—valuable information from the United States. It seems strange that more are not availing themselves of the privilege.

CALL FOR GLASS LARGEST IN YEARS.

Montreal, Nov. 10.—Glass! The cry is still more glass! Dealers do not seem to be able to get enough of this. Handlers report that the orders are the largest which they have received

for years. There are many such orders too.

It is partially the probability that the price of glass will rise which has created the great demand. But the large amount of building done this summer is another cause. Not from one part of the country are the orders coming, but from all over. "Yesterday," said the manager of one glass handling house, "I got an order for a large quantity. It came from the West. To-day, an order of a similar size came from Ontario. Glass is needed everywhere."

The desirability of securing water transportation, is another reason for the present rush. Probably on November 25, the ships will cease to ply on the Great Lakes. Before then, much glass will have to be loaded, if all the orders are to be filled by this cheapest mode of transit.

JOINS LOWE BROS.' STAFF

Lowe Brothers, Toronto, have completed the organization of their sales force, by adding to their staff as North-



JAMES McMARTIN,

Who Joins the Sales Force of Lowe Brothers, Toronto, as Northern Ontario Representative.

ern Ontario representative, James McMARTIN.

Mr. McMARTIN is no stranger to that territory, having represented the Sherwin-Williams Company on the same ground, for the past nine years. Besides being an experienced paint man, Mr. McMARTIN is possessed of a winning personality which has made him many friends in the trade. He should be very successful in his new position.



There's Money in the ML Line

ML goods are made to build up trade for our dealers and ourselves. They have to be good, and they are good because we've been in business for 20 years—long enough to know that the way to succeed is to give full honest value for every dollar's worth we sell.



Under severe weather tests ML Paints have stood up better than the many "best" paints in the market. We know. You can surely entrust your most particular trade with ML Paints.

A quick drying, glossy, wear - resisting finish—good for any paint purpose. In solid and transparent effects. Many shades. Well advertised. Splendid for amateurs who want to “fix up things” themselves.

Here's one of the best exponents of the goodness of the ML Line. A favorite with folk who know that quality pays though it seems to cost more at first. Elastilite is splendid for any varnish need, indoors or out.

Many other good members in the ML Line. Get price list, color cards and samples soon, from

Imperial Varnish and Color Company, Limited, Toronto

6-24 Morse St., Toronto

108 Princess St., Winnipeg

524 Beatty St., Vancouver

PURE READY PREPARED

MINERVA PAINTS

Cover Better
No Cracking.

The Famous British Brands

Wear Longer.
No Fading.

**Have Stood the Test
Since 1834
All Packages
Full Imperial Measure.**



Pinchin, Johnson and Company. (CANADA LIMITED) TORONTO

SOLD BY

PARKER & SANDS, STRATHROY

KEEP YOUR NAME AND GOODS BEFORE THE PUBLIC

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Nov. 9.—Once again white lead has advanced, the higher prices demanded for pig lead having forced the manufacturers to charge 25 cents per cwt. more for the painters' product. Nor does it seem certain that this advance will be the last. Lead is exceedingly scarce now. If the English metal soars much more, sooner or later the white lead will have to follow suit.

Turpentine has actually remained true to its promises, and has dropped in price, though not enough to cause any great interest.

Linseed oil has become scarcer again. Last week dealers reported that they were able to buy good quantities. Now this is impossible. But since at least one Montreal crusher is busy on new flax seed, it seems possible that the stringency may disappear shortly.

White Lead.—To the combine which undoubtedly exists in England may be attributed the present rise in prices. This combine has been successful in its efforts to curtail supply and keep up the price of pig lead. Raise the price of any raw material and the price of the finished product made from it must advance. It has been so with white lead.

This week the manufacturers met and discussed the situation, deciding that they would have to fix a higher level. On Wednesday therefore the following prices were announced: In one ton lots, \$6.60 per cwt.; five ton lots and upward, \$6.45; for shipments of less than a ton, \$6.75.

Putty.—Within the memory of painters, almost, there have been no rapid changes in putty. There are no changes now either rapid or deliberate. The demand has been heavy, but is now falling off somewhat. The supply is adequate.

Linseed Oil.—After last week, when flax seed was put on the market in Winnipeg in quite large quantities, it seemed that linseed oil would drop in price. But no such drop has occurred. Nor, from present indications, will such a drop occur. The flax seed is hard to obtain, and linseed oil is practically not to be had. Last week paint makers could buy in good quantities. This week they state that it is practically impossible to get any supply. The crushers, for the most part, say they simply have not got the oil to sell.

At least one Montreal crusher has commenced the use of new flax seed. This may be taken as predicting an easier state of things, but at present it is hard to tell just what the future will be.

Quotations at present are: \$1 for raw, and \$1.03 for linseed oil.

Glass.—Orders for glass are crowding in. Jobbers and dealers in all parts of the country have acted upon the advice given from time to time, that this is a good time to purchase glass, and have been forwarding requests for prompt delivery of good quantities. The immediate delivery is wanted that the cheap navigation rates may be secured.

As far as price goes there remains little to be said. Of late the supply has been coming in more rapidly than was thought possible a month ago, but still it appears hardly enough will be on hand when the St. Lawrence freezes, to supply the winter demand. This will necessitate higher freight rates, with the consequent added price.

Prepared Paint.—This is the slow season for the manufacturer. The broken weather has had the effect which was to be expected. It has reduced the demand. Orders are being received from the jobbers, but many of these already have good supplies on their shelves.

Petroleum.—Business continues exceedingly brisk. The boats are busy carrying the barrels. Every dealer who can get water transportation is seeking this. Prices remain steady.

Turpentine.—Late last week a lowering tendency showed itself in turpentine. As usual there has been almost daily vacillation, but not enough to raise the price again, and it is generally quoted now at 68 cents. The cause for the decrease, of course, is the good quantities of turpentine which are on the market in Savannah. Upon this the Canadian price is based.

TORONTO.

Toronto, Nov. 10.—The paint and oil market has been featured by a number of price changes this week. The anticipated advance in white lead has come to pass and reductions have been made in turpentine and linseed oil.

The amount of business done during the week showed signs of improvement. The previous week a certain slackness had been manifested but this tendency has now been replaced by a briskness rather unusual for this time of the year. The demand is not large in any one particular line but, taken all around, it makes up a satisfactory total.

Linseed Oil.—Rather a surprise was sprung by a 5 cent reduction in oil, making the local quotations \$1.00 for raw and \$1.03 for boiled. The reduction was brought about by the fact that the English market has been extremely weak.

The Old Country has seen some striking declines of late, due it is supposed to an abundance of seed there. The situation here remains much the same. Oil is scarce and hard to obtain, so that the reduction is apt to cause some surprise among those who do not follow the Old Country markets closely.

Turpentine.—Turpentine continues to furnish surprises. A further reduction of two cents has been made, leaving the local price at 68 cents—the lowest it has been in a long while. Toronto jobbers contend that the reduction is the result of manipulation on the primary markets. Ordinarily turpentine should have started some little time ago to gradually increase in price until mid-winter quotations were reached. A plausible explanation for the divergence from this custom is that the substitutes have gained a strong enough hold to reduce the demand for the pure turpentine sufficiently to keep prices low.

The demand locally has been exceptionally good during the past week.

White Lead.—An advance of 25 cents was announced this week, making the price \$6.90. This increase has been expected for some time and comes as the natural result of the higher cost of material. The demand for white lead has been heavy all year. One jobber states that he has sold at least a third more this year than during 1910, which was nevertheless a splendid year in the white lead trade. Good-sized orders are still being placed.

Glass.—Jobbers and manufacturers are still unable to fill all their orders. The supply of glass has not kept pace with the demand and there is every possibility that the shortage will be maintained for some time to come. Prices remain steady.

Putty.—In the ordinary course of events navigation will close in a few weeks. As putty will then advance automatically, business is now quite brisk. Prices have remained firm. Standard putty is quoted as follows: Bulk, in casks, \$2.20; in 100-lb. drums, \$2.25; in 25-lb. drums, \$2.65; bladder, in barrels, \$2.75. Pure putty prices remain the same: Bulk, in casks, \$2.50; in 100-lb. drums, \$2.80; in 25-lb. drums, \$2.90; bladder in barrels, \$3.

Prepared Paints.—Business in ready mixed paints is good for this season of the year. Most of the orders received are for sorting up, of course. Trade is now confined largely to the city.

Varnishes and Japans.—Demand remains good for all varieties of varnishes, japans and interior paints. This being moving season, the retail trade is heavy and every mail brings in a batch of more or less good-sized sorting orders.

TWO WHITE LEADS



Brandram's B. B. Genuine White Lead

Made by the Brandram's process for practically two centuries.

It is the standard White Lead of the world.

By it others are judged. It combines all the good points of the Old Dutch process, with scientific improvements by which the body and color are perfected.



Anchor Decorators' Pure White Lead

The base of which is made by the old Dutch process. It is the best White Lead that can be produced by that method.

Next to the Brandram's process of corroding White Lead, there is none equal to the Old Dutch process.

BEFORE PLACING YOUR ORDER FOR WHITE LEAD,
WRITE FOR PRICES AND FULL PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN CANADA

BRANDRAM-HENDERSON LIMITED

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Halifax

St. John

Toronto

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BOECKH'S BRUSHES IN COUNTER DISPLAY BOXES

ARE CONVENIENT TO HANDLE AND KEEP THE GOODS IN PLAIN
VIEW OF PROSPECTIVE CUSTOMERS

The Flat Varnish Brushes retail at 5c., 10c., 15c., 20c. and 25c.



The Flat Paint Brushes retail at 20c., 25c. and 30c. The most advantageous way of handling lines suitable for the Householder.

Write for Prices

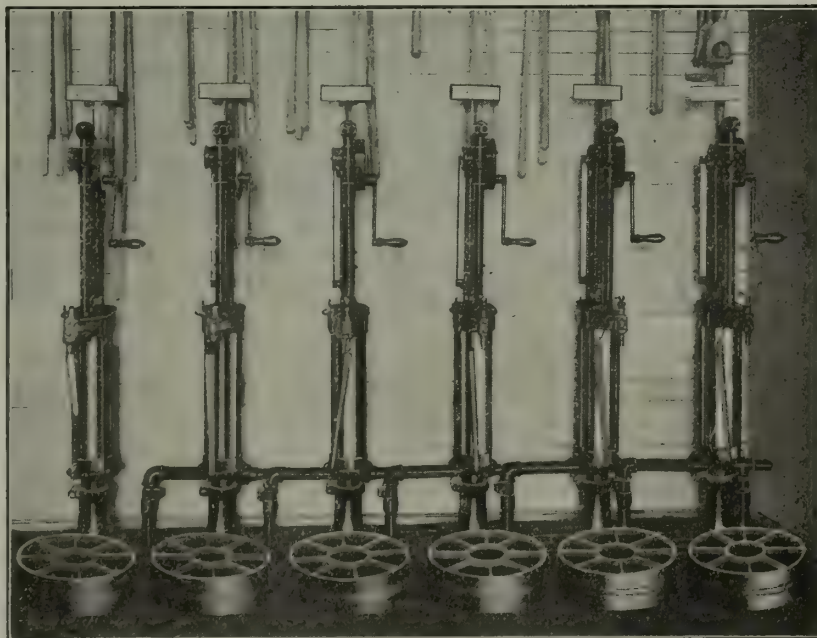
The Boeckh Bros. Company Ltd

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Factories: 158 to 168 Adelaide St. West

Toronto, Canada

This is a photograph of an installation made for J. H. Ashdown Hardware Co., Calgary. He will tell you it pays. That is why you should have one. Drop a card for free book No. 15



This system handles Kerosene Boiled Linseed Raw Linseed Turpentine Machine No. 1 Machine No. 2 and it don't waste a drop. That's why it pays.

It's The Way You Handle Paint Oil That Makes Your Profit.

Your competitors are using Bowser Systems in their business. Can you afford to work with less economy than they? The Bowser System will place you on an equal footing. That is why success always follows their installation.

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S. F. BOWSER & CO., Inc.,

66-68 Fraser Ave., TORONTO, ONTARIO

Amatite ROOFING

A Modern View of the Roofing Question

Tin makes a good roof if you paint it. Canvas makes a good roof if you paint it. Any felt makes a good roof if you paint it. Even paper makes a good roof if you paint it. But Amatite makes a good roof if you DON'T paint it.

On a painted roof, the paint is what gives the real protection. The rest of it has no function except to provide a smooth, unbroken surface with no seams or cracks, to which the paint can be applied. Anything which has strength enough to keep the wind from blowing it away or the rain from beating it in, will be waterproof if you use paint enough.

Amatite Roofing, however, needs no painting. It is a real roofing—a roofing that can be left out in the rain without the slightest damage.

The wearing surface is mineral matter embedded into a heavy coating of pitch and never needs painting.

We shall be glad to send you a sample of Amatite free of charge if you will send a postal request for it to our nearest office. The sample will show you what the mineral surface is like.

Everjet Elastic Paint a lustrous carbon black paint, very cheap, very durable—
for protecting all kinds of metal and wood work.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL

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WIRE BALE TIES



CROSSHEAD



SINGLE LOOP

Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is a line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order---we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.

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BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

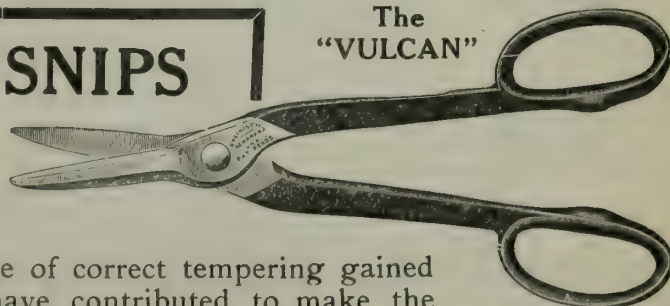
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TORONTO

HEINISCH TINNER SNIPS

The
"VULCAN"

Cut illustrates the famous "Vulcan" shear, specially designed for cutting curves, all irregular shapes, cornice work, small circles down to 3 inches diameter. The great care taken in selection of materials and the knowledge of correct tempering gained in our 85 years' experience making shears have contributed to make the "Heinisch" shear the standard of the world Sold by all jobbers.



TAILORS'
SHEARS

R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TRIMMERS'
SCISSORS

HARDWARE AND METAL

KNIVES.

May knives, net list.
Claws, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled steel signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mining knives per doz. 0 50 0 90
Potato mashers, wire, per doz. 0 60 0 70
" wood " 0 50 0 80
Vegetable slicers, per doz. 2 25
Universal meat chopper, No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 and 5 p.c.
Star Al chopper 5 to 39 1 85 4 10
" 100 to 103 1 85 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS.

2 to 5 feet, 12c. per foot; 7 to 1 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN HOSE.

Competition grade lawn hose, 70 and 5.

LAWN MOWERS.

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., \$5.10; 9-in. wheel, 3 knives, 12 in., \$6.75; 9-in. wheel, 5 knives, 12 in., \$7.75; 10-in. wheel, 4 knives, 12 in., \$8.50; 10-in. wheel, 4 knives, 12 in., ball bearing, \$10.00; 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons—8-inch open wheel, 3 knives, 12 in., \$5.10; do., 4 knives, \$6.25; 9-inch wheel, 3 knives, 12 in. sizes, \$6.75; do., 4 knives, \$7.25; 10-inch wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing do., \$10; do., 5 knives, \$10.50. 50 per cent. f.o.b. factory.
LOOKS AND KEYS.
Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths', 2 1/2 x 5 1/2 in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz. 15 00

MATS.

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Arloline brass cleaner, 100 in package 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 13 inch, \$6 dozen
Picks, 6 to 7 lb., 4.85 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 1 1/2 cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3/4 cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

NAILS.

Wire
1-1 1/2 inch 3 35
1 1/2 inch 3 00
1-1 1/2 inch 2 75
2-2 1/2 inch 2 50
2-2 1/2 inch 2 45
2-1/2 inch 2 40
3-1/2 inch (base) 2 35
Cut nails—Montreal, \$2.40; Toronto, \$2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 3/4 p.c.
Pressed spikes, 1/2 diameter, per 100 lbs. 2 85

OAKUM.

Plumbers' ... per 100 lbs. 4 50

OLEUMS.

Kemp's Tornado and McClary's Model
galvanised oil can, with pump, 5 gal.
ion, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS.

Hollowware, 40 per cent discount
Flatware, staples, 40 and 10; fancy, 40 and 50.
Hutton's "Cross Arrow" flatware, 42 1/2 per cent.
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PICNIC WARE.

Discount 35 per cent.
10-qt. darning sap buckets, 35 per cent.
5, 10 and 14-qt. darning pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitta, 35 p.c.

PLANES.

Wood fancy, Canadian, 40, American, 25 p.c.
Wood, fency, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.50, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 3/4 to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RASORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 30 00
Olaus automatic safety	37 00
Olaus perfect stropper	16 00
Gillette Safety, each	3 75
Olaus Razor and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

	per 100
Sisal rope	0 08 1/2
Pure Manila rope	0 10 1/2
" British" Manila	0 08 1/2
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, 3 in. diam. and over, 15 1/2; under 1 in., 16 1/2	
Jute, 1/2 and upwards, 9c.; under 1/2, 9 1/2c.	
Lath yarn, single	0 08
Lath yarn, double	0 12 1/2
Sisal bed cord, 48 feet, per dozen	0 65
Sisal bed cord, 6 feet, per dozen	0 80
Sisal bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27 1/2 off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Matress twine, per lb.	0 45
Staging "	0 35

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12 1/2 per cent.
Copper Burs only, 2 1/2 p.c.
Extras on Coppered Rivets 1/2 lb. packages 1c. per lb.; 1/2 lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2 1/2c. per lb.

RIVET SETS.

Canadian, 35 to 37 1/2 per cent.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 15
" No. 1282, 2 foot, each 3 50

SAD IRONS.

	per set
Mrs. Potts, No. 55, polished	0 80
" No. 50, nickel-plated	0 85
" handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

	per 100 lbs.
Sectional, 1 lb. each	2 25
Sectional, 1/2 lb. each	2 40
Solid, 3 to 30 lbs.	1 55

SASH CORD.

No. 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Dionston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS.

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x13, open 2 1/2 inches	1 60
Perfection window screens, 14x15, open 2 1/2 inches	1 80
Model window screens, 14x22, open 3 1/2 inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHES AND SNATHS.

Canadian, 40 per cent.

SOREWS.

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10

Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	95 00
" iron, per doz.	4 25

SCREWS (MACHINE).

Flat head, iron and brass, 25 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per dozen 16 80

SCISSORS AND SHEARS.

Claws, nickel scissors and shears, 60; Japan 65; tailors, 40; grinning, 70.
Seymour's, 50 and 10 per cent.

SHelf BRACKETS.

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 3/4 per cent.
Baker, hockey 50c. upwards; spring, Empire hockey sticks, \$3.00, \$3.50.
Miomac and Rex sticks, \$4.00, \$6.00
Fucks, net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.;
No. 3 and 4 grade, 50 and 2 1/2 p.c.

SQUARES.

Dionston's 60 and 10 p.c.
Stanley Try Squares, size 7 1/2, doz. net. \$2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12 1/2 per cent.
Retinned, 75 and 12 1/2 per cent.

SAP SPOUTS.

Bronzed iron with hooks ... per 1,000 7 50
Eureka tinned steel, hooks " 8 00

STAPLES.

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 3 1/2 p.c.

STOVE BOARDS.

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch	8 18
Nestable, 40 per cent.	

STOVEPIPE ELBOWS.

5 and 6-inch, common	per doz. 1 22
7-inch	" 1 35
Polished, 15c. per dozen extra	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb. 0 25 0 37
Hindustan	" 0 06 0 10
" slip	" 0 18 0 20
" Axe	" 0 10
Deer Creek	" 0 10
Deerhook	" 0 25
" Axe	" 0 15
Lily white	" 0 42
Arkansas	" 1 50
Water-of-Ayr	" 0 10
Scythe	per gross 3 50 5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 2 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsteryers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimps, blued, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50

trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPN LINES.

Universal, ass skin, No. 714, 65 ft., doz. 3 90
Lufkins, line, No. 404, 65 ft., each 0 94
" steel, No. 264, 65 ft., each 3 50
Chesterman's line, No. 1822, 65 ft. ea. 1 10
" Metallico, No. 1821 1 95
" Steel, No. 1840, 50 feet 4 20

TROWELS.

Dionston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12 1/2.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
H. Wyley & Norton, 40, 10 and 5 per cent.
Vistor, 60 and 5 per cent.
Onida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE).

	Doz
Out O' Sight Mouse Traps	60
" Rat Traps	1 28
Easy Set Mouse	0 45
" Rat	0 45
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES.

Per pound	0 12 0 12 1/2
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowdell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
20 per cent.	

WRINGERS.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61

GET YOUR GLASS



Again we advise our friends to put in their stocks of Window Glass. Navigation will soon close with this port, and glass prices will go higher. The foreign markets are already demanding higher prices for Canada. A good stock of Window Glass is always a good commodity and it cannot spoil. We have now good stocks of

Star Glass
Picture Glass
Double Glass
26-oz. Glass
32-oz. Glass
Rolled Glass
Cathedral Glass
Fancy Glass

In fact, glass of all kinds. Let us have your specification and ask for our Standard store hanger for retailing glass.

A. RAMSAY & SON CO.
MONTREAL

Established
1842

Glass
Importers

INGOT TIN

"STRAITS" AND "LAMB & FLAG"

Lowest Market Prices either from stock or for import.

"THE METALS HOUSE."

A. C. LESLIE & CO., LIMITED
MONTREAL

ABSOLUTELY GUARANTEED

Like all our own manufactured goods, we absolutely guarantee

"SILKSTONE" Flat Wall Colors

to give satisfaction when applied according to direction.

We are a western firm with a reputation for making good.

Users of **STEPHENS'** Paints are satisfied users.

Let us prove it to you, write for our agency proposition and further information.

Silkstone

Smooth as Silk—Hard as Stone

G. F. STEPHENS & CO., Limited

Paint and Varnish Makers

WINNIPEG

BRANCH AT CALGARY

CANADA

HARDWARE AND METAL

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Aluminum Ware	Morrison, Jas., Brass Mfg. Co., Toronto.	Cement	Hutton, Jas., & Co., Montreal
Griwald Mfg. Co., Erie, Pa.	Taylor-Forbes Co., Ltd., Guelph, Ont.	Canada Cement Co., Montreal, P.Q.	F. W. Lamplough & Co., Montreal
Northern Aluminum Co., Toronto	Tallman Brass & Metal Co., Hamilton	B. & S. H. Thompson & Co., Montreal	McGlashan, Clarke Co., Ltd., Niagara Falls
Ammunition	Bridle Rings—Galvanized, Brass and Plain	Chafing Dishes	Door Checks
Dominion Cartridge Co., Montreal	Star Expansion Bolt Co., New York	Buffalo Mfg. Co., Buffalo	Wm. Keating, Toronto
Remington Arms Union Metallic Cartridge Co., New York	Brushes	Chaplets	Door Hangers
Anchors, Star Screw	Boeckh Bros. Co., Ltd., Toronto	S. Cheney & Son, Manlius, N.Y.	F. E. Myers & Bro., Ashland, Ohio
Star Expansion Bolt Co., New York	Stevens-Hepner Co., Port Elgin	Churns	Richards Wilcox Mfg. Co., Aurora, Ill.
Animal Traps	Burners	Connor, J. H., & Sons, Ottawa, Ont.	Drills, Brick and Stone
Oneida Community Ltd., Oneida, N.Y.	Ontario Lantern and Lamp Co., Hamilton, Ont.	Cummer-Dowdell Ltd., Hamilton, Ont.	Star Expansion Bolt Co., New York
Auger Bits	Builders' Tools and Supplies	Maxwell, David, & Sons, St. Mary's, Ont.	Drills—High Speed
Ford Auger Bit Co., Holyoke, Mass.	Canada Wire Goods Mfg. Co., Hamilton	Clippers—All Kinds	Alexander Gibb, Montreal
Rabbit Metal	Caverhill, Learmont & Co., Montreal	American Shearer Mfg. Co., Nashua, N.H.	Dry Batteries
Canada Metal Co., Toronto	Frothingham & Workman, Ltd., Montreal	Chicago Flexible Shaft Co., Chicago	Canadian Carbon Co., Toronto
Frothingham & Workman, Ltd., Montreal	Howland, H. S. Sons & Co., Toronto	Clocks	Canadian National Carbon Co., Toronto
Magnolia Metal Co., Montreal	Lewis Bros. & Co., Montreal	The Western Clock Mfg. Co., La Salle, Ill.	Emery or Corundum Wheels
Tallman Brass & Metal Co., Hamilton	Lufkin Rule Co., Saginaw, Mich.	Clothes Line Reels	Canadian Hart Wheels Limited, Hamilton, Ont.
Bale-ties	North Bros. Mfg. Co., Philadelphia, Pa.	Corbett Foundry & Machine Co., Owen Sound	Electrical Supplies
Laidlaw Bale Tie Co., Hamilton, Ont.	Stanley Rule & Level Co., New Britain.	Clothes Reels and Lines	Canadian General Electric Co., Toronto
Bar Iron	Taylor-Forbes Co., Guelph, Ont.	Cummer-Dowdell, Ltd., Hamilton	Standard Paint Co., Montreal
Henry Rogers, Sons & Co., Montreal	Barrel	Hamilton Cotton Co., Hamilton	Electric Fixtures
Bar Urns	Dominion Oil Cloth Co., Montreal	Clothes Wringers	The Barton-Netting Co., Ltd., Windsor, Ont.
Buffalo Mfg. Co., Buffalo, N.Y.	Calipers	Cummer-Dowdell Ltd., Hamilton, Ont.	Morrison James, Mfg. Co., Toronto
Bath Room Fittings	J. T. Slocomb Co., Providence, R.I.	American Wringer Co., New York City	Enameled Ware
Buffalo Mfg. Co., Buffalo, N.Y.	Cans	Cold Rolled Strip Steel	Davidson Thos. Mfg. Co., Montreal
Belting	Thos. Davidson Mfg. Co., Montreal	The Morris & Bailey Steel Co., Pittsburgh, Pa.	The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg
Dominion Belting Co., Ltd., Hamilton	McClary Mfg. Co., Toronto	Cordage	McClary's London, Ont.
Sadler & Haworth, Montreal	The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg	Hamilton Cotton Co., Hamilton	Ernest Stevens, Ltd., Cradley Heath, England
Belting, Hose, etc.	Carriers, Cash and Parcel	Plymouth Cordage Co., N. Plymouth, Mass.	Escutcheon Pins
Gutta Percha and Rubber Mfg. Co., Toronto	Hamilton Brass Mfg. Co., Hamilton	Corrugated Iron	The Parmenter & Bullock Co., Gananoque, Ont.
Bladder Twine	Carpet Sweepers	The Galt Art Metal Co., Galt, Ont.	Fencing—Woven Wire
Consumers Cordage Co., Montreal	Bissell Carpet Sweeper Company, Grand Rapids, Mich.	Cow Ties	The Steel Co. of Canada, Ltd., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.	Carriage Heaters	Greening, B., Wire Co., Hamilton	Files and Rasps
Bird Cages	Chicago Flexible Shaft Co., Cleveland	McKinnon Dash and Metal Co., St. Catharines	Barnett Co. & H., Philadelphia, Pa.
E. T. Wright & Co., Hamilton	Carriage Springs and Axles	Oneida Community, Ltd., Niagara Falls	Delta File Works, Philadelphia, Pa.
Bellers and Radiators	Guelph Spring and Axle Co., Guelph.	Cuspiders	Distont, Henry & Sons, Philadelphia, Pa.
Pease Foundry Co., Toronto	Cartridges	Buffalo Mfg. Co., Buffalo, N.Y.	Nicholson File Co., Port Hope
Taylor-Forbes Co., Guelph, Ont.	Dominion Cartridge Co., Montreal	Thos. Davidson Mfg. Co., Montreal	Simonds Canada Saw Co., Ltd., Montreal
Bolts and Nuts	Cash Registers	McClary's London, Ont.	Fire Extinguishers
London Bolt and Hinge Works, London, Ontario	National Cash Register Co., Toronto	The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg	The Valor Co. Ltd., Birmingham, Eng.
Bolts—Expansion	Castings	E. T. Wright & Co., Hamilton	Fire Irons
Star Expansion Bolt Co., New York	Corbett Foundry & Machine Co., Owen Sound	Cutlery—Razors, Scissors, etc.	Charles Lindsey, Glasgow, Scotland
Brass, Sheets, Tubes and Rods	Cattle and Trace Chains	Caverhill, Learmont & Co., Montreal	
Tallman Brass & Metal Co., Hamilton	Greening, B., Wire Co., Hamilton	Crookes, Jonathan, & Son	
Brass Goods	McKinnon Chain Co., St. Catharines	Dorken Bros. & Co., Montreal	
Jas. Cartland & Son, Ltd., Birmingham, Eng.	Oneida Community Limited, Niagara Falls, Ont.	Frothingham & Workman, Ltd., Montreal	

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The trade of the good painters in your community is both desirable and profitable.

When painters use lead, they prefer the quality that is smooth in texture, work easily under the brush and cover a large surface to the gallon.

ELEPHANT GENUINE WHITE LEAD

is a favorite with many successful painters because it does just these things.

The best selected dry white lead is first ground through rolls and then through extra heavy Burrstone mills.

No manufacturing process is too insignificant to be given the most minute attention.

Elephant White Lead is a clean, brilliant white. It is economical to the buyer because its fineness causes it to absorb the greatest amount of linseed oil, thus making more paint.

Better put Elephant brand in stock.



MONTREAL TORONTO WINNIPEG

300%

Increase in "61" Floor Varnish Sales. This is the result of Pratt & Lambert's three years' advertising, specializing on

"61" FLOOR VARNISH

This Fall they are advertising

VITRALITE

"THE LONG LIFE WHITE ENAMEL"

as well as "61" in most of the great leading magazines in Canada and U. S. "61" will be pushed as hard as before. Vitralite will be pushed as hard as "61" ever was. Buy on a rising market. NOW is the time.

Send for our Dealer's Vitralite and "61" Offer Now.



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is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.

LONDON

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Manitoba — Bissett & Loucks, Limited, Winnipeg

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QUALITY

HARDWARE AND METAL

Firearms and Ammunition

Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes

Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co., London

Fire Place Furnishings

The Barton-Netting Co., Ltd., Windsor, Ont.

Charles Lindsay, Glasgow, Scotland

Food Choppers

Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa.

Foot Warmers

Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Forgings

Steel Co. of Canada, Limited, Hamilton

Furnaces, see Stoves

Galvanizing

Canada Metal Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron

W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent

John Lysaght, Ltd., Bristol, Newport and Montreal

Gas Fixtures

The Barton-Netting Co., Ltd., Windsor, Ont.

Glass

Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental

Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London

Toronto Plate Glass Importing Co., Toronto

Winnipeg Paint & Glass Co., Winnipeg

Glass, Wired

Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds

Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Winnipeg Paint & Glass Co., Winnipeg

Glue

The Canada Glue Co., Ltd., Brantford.
Grove Chemical Co., Appleby Bridge, Eng.

Go-Carts, Etc.

Gendron Mfg. Co., Ltd., Toronto

Grindstones

Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns

Harrington & Richardson Arms Co., Worcester, Mass.

Handles

Still, J. H., Mfg. Co., St. Thomas

Hardware Specialties

Taylor-Forbes Co., Ltd., Guelph, Ont.

Hay Unloading Tools

F. E. Myers & Bro., Ashland, Ohio

Hinges

Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
The Stanley Works, New Britain, Conn.

Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks

Still, J. H., Mfg. Co., St. Thomas.

Hooks

Steel Co. of Canada, Limited, Hamilton

Hoop Iron

Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Hoops—Steel and Wire

Laidlaw Bale Tie Co., Hamilton, Ont.

Horseshoes and Nails

Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers

North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic

Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron and Steel Bars

Steel Co. of Canada, Limited, Hamilton

Iron Pipe

Canadian Tube & Iron Co., Montreal
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps

Aylmer Pump & Scale Co., Aylmer
McDonnell, E. O., Galt, Ont.

adders

Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf

Hamilton Brass Mfg. Co., Hamilton

Lamps—Camp

John Simmons Co., New York City

Lampblack

The L. Martin Co., New York
Wilkes Martin Wilkes Co., New York

Lanterns

Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

E. T. Wright & Co., Hamilton

Lawn Mowers

D. Maxwell & Sons, St. Mary's, Ont.
Jas. Smart Mfg. Co., Brockville, Ont.

Taylor, Forbes Co., Guelph, Ont.

S. P. Townsend & Co., Orange, N.J.

Lawn Swings

F. E. Myers & Bro., Ashland, Ohio
Stratford Mfg. Co., Stratford, Ont.

Lighting Fixtures

Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc.

Belleville Hdw. and Lock Mfg. Company
Belleville.

National Hardware Co., Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools

Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents

Henderson & Richardson, Montreal
McIntosh, H. K., & Co., Toronto.

Gibb, Alexander, Montreal.
Western Distributors Ltd., Saskatoon

Whitlock & Marlatt, Moose Jaw

Mantels and Grates

The Barton-Netting Co., Ltd., Windsor, Ont.

Metals

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal

Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.

Leslie A. C., & Co., Montreal.
Fessett, John, Bristol, Ont.

Magnolia Metal Co., Montreal
Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

Talman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

Metals
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto

Metal Shingle and Siding Co., Preston
Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa

Metal Store Fronts

Canada Foundry Co., Ltd., Toronto
Corbett Foundry & Machine Co., Owen Sound

Mop Sticks

Tarbox Bros., Toronto

Mop Wringers

White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers

The Bridgeport Hdw Corp., Bridgeport, Conn.

Nails, Wire

Laidlaw Bale Tie Co., Hamilton, Ont.
Farmer & Bulloch Co., Gananoque

Steel Co. of Canada, Limited, Hamilton

Oil Stones

Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

Wright, E. T., & Co., Hamilton, Ont.

Oil Stoves

Canadian Hart Wheels, Hamilton, Ont.

Oil Tanks

McClary Mfg. Co., London
Queen City Oil Co., Toronto

Ornamental Iron and Wire

Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes

Berry Bros., Limited, Walkerville, Ont.
W. T. Bigsby & Sons, London, Eng.

Brandram-Henderson, Montreal
Canada Paint Co., Montreal

Douglas Varnish Co., Montreal
Imperial Varnish and Color Co., Toronto.

International Varnish Co., Toronto, Ont.
R. C. Jamieson & Co., Ltd., Montreal

Lowie Bros., Ltd., Toronto
Martin-Senour Co., Montreal

Moore, Benjamin, & Co., Toronto.
Pinchin Johnson Co., Toronto

Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal

Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal

Standard Paint and Varnish Works
Windsor, Ont.

G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Douglas Varnish Co., Montreal

Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals
Canada Wire Goods Mfg. Co., Hamilton

Greening, B., Wire Co., Hamilton.

Pig Iron

Steel Co. of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized

Steel Co. of Canada, Limited, Hamilton

Pliers

Smith Hardware Co., Montreal

Poultry Netting

Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives

International Tool Co., Detroit

Pumps

Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont.

F. E. Myers & Bro., Ashland, Ohio

Putty

Steel Co. of Canada, Limited, Hamilton

R.R. Angle Bars

Steel Co. of Canada, Limited, Hamilton

R.R. Axles

Steel Co. of Canada, Limited, Hamilton

Razors

Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Refrigerators

Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers

Canadian Ferrosteel Co., Bridgeburg, Can.
Canadian Heating & Ventilating Co.
Owen Sound

Rivets

Steel Co. of Canada, Hamilton
Farmer & Bulloch Co., Gananoque

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

Roofing Supplies

Barber Asphalt Co., Philadelphia
Canadian Supply Co., Toronto

Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.

McArthur, Alex., & Co., Montreal
Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto
Standard Paint Co., Montreal

Univac Roofing & Mfg. Co., Philadelphia, Pa.

Winnipeg Paint & Glass Co., Winnipeg

Rope

Consumers Cordage Co., Montreal
Independent Cordage Co., Toronto

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield, England

Saws

Atkins, E. C., & Co., Indianapolis, Ind.
Dison, Henry, & Sons, Philadelphia

Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Mfg. Co., Pittsford, Mass.

Spear & Jackson, Ltd., Sheffield, Eng.

Scales

American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.

Burrow, Stewart & Milne Co., Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts

National Acme Mfg. Co., Cleveland
Steel Co. of Canada, Limited, Hamilton

Scythe Stones

The Carborundum Co., Niagara Falls, New York

Shears, Scissors

R. Heinish & Sons Co., Newark, N.J.
J. Wiss & Sons Co., Newark, N.J.

Shovels and Spades

Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware

Motilashan Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont.

Onida Community, Ltd., Niagara Falls
Standard Silver Co., Toronto

Toronto Silver Plate Co., Ltd., Toronto

Spikes, Railway, Ship or Pressed

Steel Co. of Canada, Limited, Hamilton

Sprayers

Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto

Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

E. T. Wright & Co., Hamilton

Spring Hinges, etc.

B. Greening Wire Co., Ltd., Hamilton
Chicago Spring Butt Co., Chicago, Ill.

Taylor-Forbes Co., Ltd., Guelph, Ont.

Staples

B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Limited, Hamilton

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg,

Steel Rails
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stencils

McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

E. T. Wright & Co., Hamilton, Ont

Store Ladders

F. E. Myers & Bro., Ashland, Ohio

Stoves, Furnaces

Burrow, Stewart & Milne Co., Hamilton
Canadian Heating & Ventilating Co., Owen Sound

Clare Bros., Preston.
W. J. Cope, Son & Co., Fort William, Ont.

Smart Mfg. Co., Brockville, Ont.
Enterprise Foundry Co., Sackville

Gurney-Faundry Co., Toronto.
C. H. Le Page Co., Montreal

McClary's, London, Ont.
Moffatt Stove Co., Weston

Reese Foundry Co., Toronto.
Supreme Heating Co., Welland

Jas. Smart Mfg. Co., Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock

Stove and Furnace Cement

G. F. Sterne & Sons, Brantford

Tacks

The Steel Co. of Canada, Ltd., Hamilton

Tapes

Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tie Plates

Steel Co. of Canada, Limited, Hamilton

Tiling—Wall and Floor

The Barton-Netting Co., Ltd., Windsor, Ont.

Timber Jacks

Trehwella Bros., Birmingham, Eng.

Tin Plate



THE SHERWIN-WILLIAMS FULL-LINE AGENCY

NO MORE attractive paint-selling proposition has ever been offered to paint dealers. The S-W Full-Line Agency gives you a complete stock of the very best quality paints and varnishes, backed up by a splendid reputation, strong advertising in the magazines and farm papers, and splendid store and window displays. The S-W Agency means good sales, good prices and a good margin of profit. A good time to investigate would be right now before the Fall Campaign begins. An inquiry places you under no obligation.

THE SHERWIN-WILLIAMS Co.

of Canada, Limited -

PAINT, VARNISH AND COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.



Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :-

2c. per word first insertion.

1c. per word subsequent insertion.

5c. additional each insertion when Box Number is required.

ADDRESS WANTED

HOLDER OF BOX 580, send street address and we will forward replies. **HARDWARE AND METAL**, Toronto.

BUSINESS CHANCES

FOR SALE—Smart little hardware business; good turnover; stock about \$4,500. Must be sold quick; owner going West. Box 593, **HARDWARE AND METAL**, Toronto. (39tf)

FOR SALE—Hardware, stove and tin business. Established over 20 years. Stock about \$5,000. Must be sold at once. Good stand and business. J. D. MURDOCH, Simcoe, Norfolk County, Ont. (38tf)

FOR SALE—**HARDWARE, STOVE AND TIN** business; \$4,500; turnover \$14,000; small town, two railways, Western Ontario. Building can be bought. Box 600, **HARDWARE AND METAL**, Toronto. (46)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Tecumseh. (16tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Allee Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

CCOUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

CCOUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using; we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

DDOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egly Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

AGENTS WANTED

"CLAYBROUGH" GUNS—We shall be pleased to hear from wholesale houses prepared to take sole control of our guns. Kindly name extent of district covered. **CLAYBROUGH AND JOHNSTONE**, Birmingham, England. (46)

ARTICLES FOR SALE

PLASTER PARIS FOR SALE—We have a quantity of Plaster Paris which we are prepared to offer to the trade at attractive prices. This is a scarce article. Write, phone or wire if you want any. **JOHN BAILES & SONS**, Oshawa, Ont. (45)

SITUATIONS WANTED

ADVERTISER having thorough practical knowledge of hoop, strip, bar and rod manufacturing, seeks position, or would like to meet influential gentlemen with view to organizing rolling mills. Apply Box 74, **HARDWARE & METAL**, 88 Fleet Street, London, England. (45)

WANTED—First-class salesman with thorough hardware experience; take position at once. J. T. REEVE, 971 Logan Ave., Toronto. (46)

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FROM NOW TILL THE END OF THE YEAR we offer unusually good bargains in second-hand Typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. **THE MONARCH TYPEWRITER CO., Limited**, 46 Adelaide Street West, Toronto, Ont.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

When writing advertisers kindly mention having seen the advertisement in **Hardware and Metal**.

SITUATIONS VACANT

TWO A1 experienced salesmen wanted, to sell a high grade line of shears, scissors, razors, strops and cutlery specialties for large manufacturer. One territory, Manitoba and North-West Canada, the other territory, Quebec and Ontario. Only energetic, live and high-class salesmen between the ages of 25 and 45 need apply. Box 598, **HARDWARE AND METAL**, Toronto. (45)

WANTED—A good stove nickel-plater. Steady job. Good wages. Write to MESSRS. C. H. LE-PAGE CO., Quebec, P.Q. (45)

WANTED—At once, a reliable young man as salesman. Apply by letter, stating experience, to H. OCCOMORE & CO., Stoves and House Furnishings, Guelph, Ont. (45)

WANTED—An experienced salesman to sell heavy and shelf hardware in Prince Edward Island and Cape Breton. Apply, stating salary and experience, to Box 602, **HARDWARE AND METAL**, Toronto. (48)

WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. **MACLEAN PUBLISHING COMPANY**, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—Thoroughly experienced hardware traveller with \$3,000 to take interest in established wholesale cutlery business and take Ontario territory. Salary \$150 per month and expenses. Confidential. Address Box 601, **HARDWARE AND METAL**, Toronto. (48)

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, **HARDWARE AND METAL**, Toronto. (24tf)

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Take Steps to take More Money to the Bank

Next to the fun of doing a big business is taking the money to the bank. But the real, genuine satisfaction of it all is in watching your bank balance grow. And that satisfaction can only come to the dealer who satisfies his customers. Every sale must add to that satisfaction or the trips to the bank will be few and far between.

The Martin-Senour Line of Paints

are sending lots of dealers to the bank oftener than they ever went before, and their bank books show that the balances are on the right side of the ledger. You should take steps today to take more money to your bank — the first step in that direction is to write for our proposition which makes all the other steps easy for you.

Get the letter off **now** while the matter is on your mind.

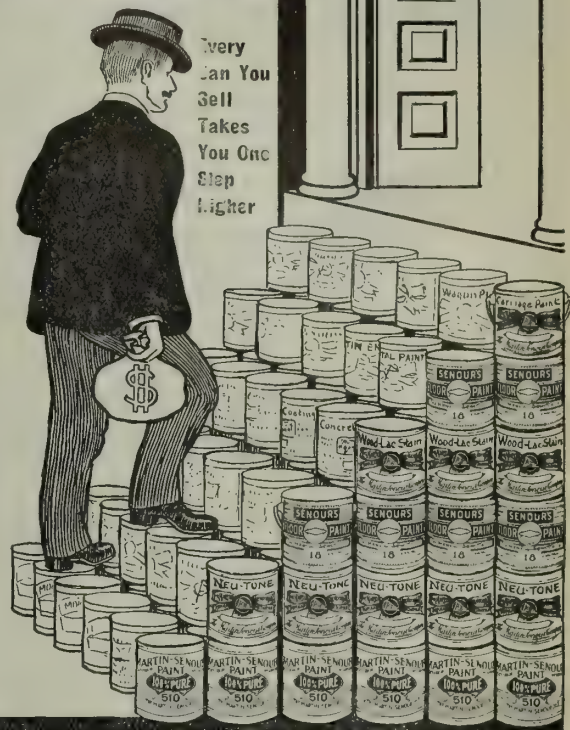
THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

MONTREAL

CHICAGO

WINNIPEG



WHAT'S IN A NAME?

A name counts for a good deal in many cases, and especially in the matter of varnishes.

And if the name is DOUGALL you can bank on the VARNISH being O.K. It makes no difference for what purpose the varnish is required, there is a DOUGALL VARNISH for every purpose and the same care is exercised in the manufacture of each.

■ If you are one of the many dealers who carry our varnishes, we would say that the quality of our goods, which has been a by-word with the trade, will always be maintained; but if you do not handle DOUGALL VARNISH we would like you to do so. It would be one step taken that you will never regret.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST.

J. S. N. DOUGALL, President

MONTREAL

CANADA

Associated with Murphy Varnish Co., U.S.A.

TELEGRAMS: "BIGSBY, MITCHAM."

(Established 1840)

CODE: A B C—5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

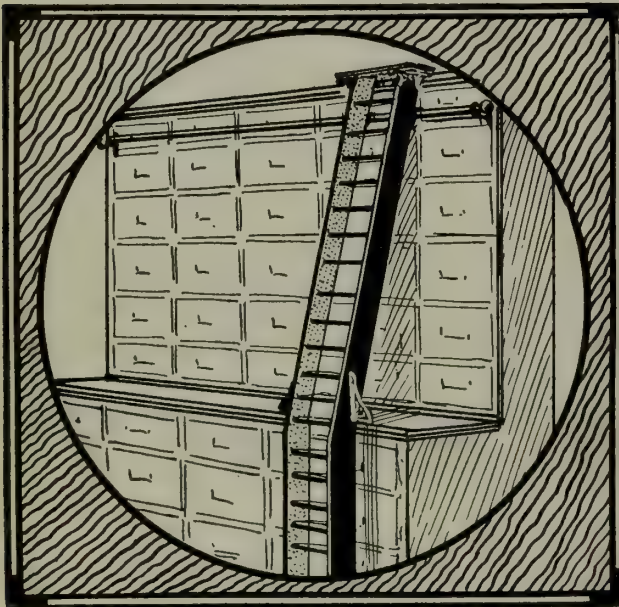
Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardboard Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal. For British Columbia—AMES BROS., Box 355, Vancouver, B.C. Saskatchewan, Alberta, Assiniboia and Manitoba—G. H. SAYWELL, Saskatoon.

Mr. Saywell is now in Canada fixing up Agencies. Write him at once.



The difficulty of getting at things and the labor of moving them about are greatly lessened if your store is provided with a

Bicycle Step Ladder

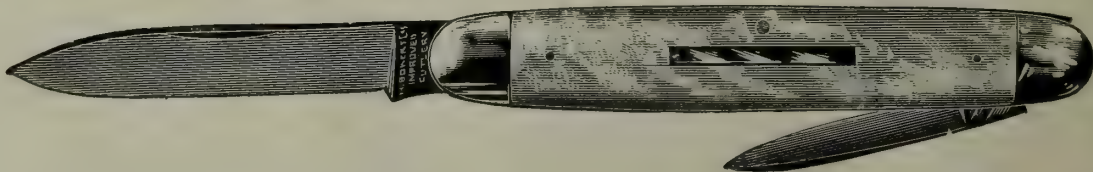
But get the right kind. Our Bicycle Ladders Combine solidity with lightness, being perfectly safe and yet easily moved, and are fitted with silent and easy rolling running gear.

Give us the measurements and particulars of shelving of your store and we will quote you our price for installing a bicycle step ladder to meet your requirements and to match the interior of your store.

Hamilton Brass Mfg. Co., Ltd., Hamilton, Ontario,

Montreal Office—327 Craig Street West

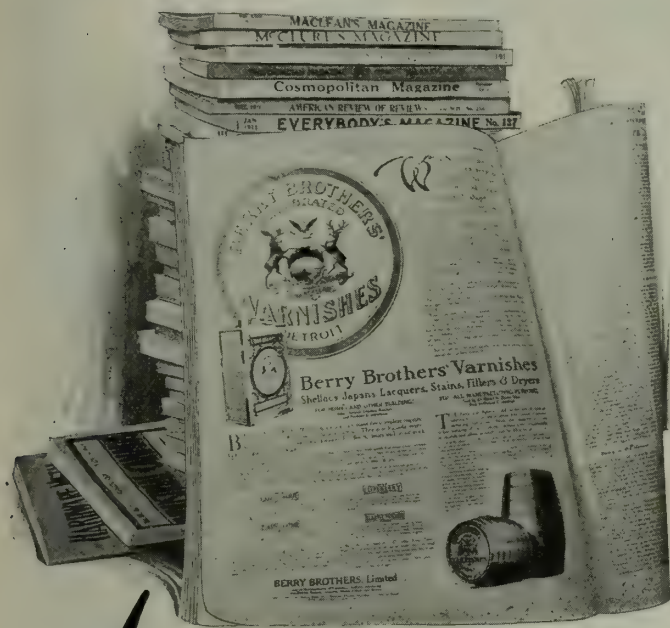
Tree Brand Cutlery



Fix that name, Tree Brand, firmly in your mind. It is the high water mark in high-grade cutlery, and when you stop and think about it, what goods make a finer display, or pay a better profit, than a well selected assortment of Pocket Knives, Razors, Shears and Scissors? But be careful in buying—just as "A tree is known by its fruit," so is a Boker Knife known by its CUT. The QUALITY that makes customers, and holds them, is there. Boker Cutlery sells to everybody. Order now.

For Sale by Leading Wholesale Hardware Houses

Put the Same Varnish
Can on Your Shelves
that the Public Sees
in the Magazines



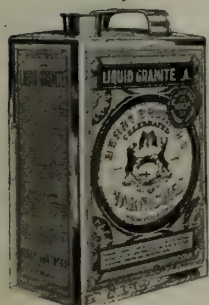
The prominent publicity that is being given to the Berry Brothers' Varnish Can, month after month, gives an added value to the display on your shelves.

Even if you fail to put out any of our attractive store advertising, your shelves will carry an advertising message to every man, woman and child that enters your store.

A solid front of Berry Brothers' Varnish Cans will help you "cash in" on our effective advertising in a way that is possible with no other line.

Berry Brothers' line includes every varnish, shellac and kindred product that any dealer needs to fill all his demands.

Berry Brothers, Ltd.
The World's Largest Varnish Makers
WALKERVILLE, ONT.



**SELLS AT
SIGHT**



Just tell your women customers about the hundred and one uses in the home for



How it brightens the dingy wood-work, and adds a new lease of life to scratched and marred tables, chairs and other furniture.

You'll sell them a can at sight, and the results will guarantee a host of repeat orders.

"Lacqueret" is sanitary, easy to apply, and does not hide the grain of the wood.

Here's an exclusive agency profit producer you can't afford to overlook.

Send for details of our Lacqueret proposition and full range of Varnish Specialties.

All International Products are sold in full Imperial measure cans.

INTERNATIONAL VARNISH CO.
LIMITED

TORONTO

Canadian Branch of Standard Varnish Works
New York, Chicago, London,
Berlin, Brussels.



THE
HOUSE-
KEEPER'S
FRIEND

The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in
nearly every instance.

They save the labor by
performing it.

They are neat, inexpensive,
durable and agreeable
HELPERS,

Ask your jobber for them.
If they will not supply you
address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers
exclusively



This
Trade Mark
Ensures
Genuineness
Originality
Perfection
Satisfaction



OAKEY'S

The original and only
Genuine Preparation for
Cleaning Cutlery, 6d.
and 1s. Cansisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc

Wellington Mills, London, England

Successful Buying — MEANS — Successful Selling

There is profit and honor in the sale of any article
that gives lasting satisfaction. A paint that gives
satisfaction is a good paint to sell—and a good paint
to tie to.

When you make an important purchase you rely on
your careful judgment to make the choice, in your
mind runs facts and figures. You compare all
points.

Three factors should guide you in deciding what
line of paint to handle, (1) Paint, (2) Promotion,
(3) Price.

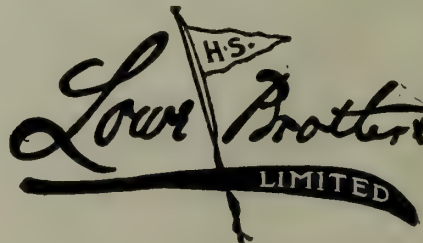


We invite your comparison.

Securing the exclusive agency for "High Standard"
Liquid Paint is like falling heir to a fortune.

If you are open to conviction, we are anxious to go
into the facts and figures with you.

When shall it be?



261 King St. West, Toronto, Ont.

Dayton, New York, Boston, Chicago, Kansas City

Moore's House Colours

One of the famous MOORE LINE, made in Canada. These colours have for years held their own against a host of rivals because of the purity of their ingredients, and the care and skill used in their manufacture. The retailer gets a first-class paint at a reasonable price, because we don't spend immense sums on magazine advertising. Our policy is to put all the money into the paint and to leave it to advertise itself. If you are not yet handling the MOORE LINE, we would like to send you colour card and prices. A trial order will convince the most sceptical. Write to us to-day.

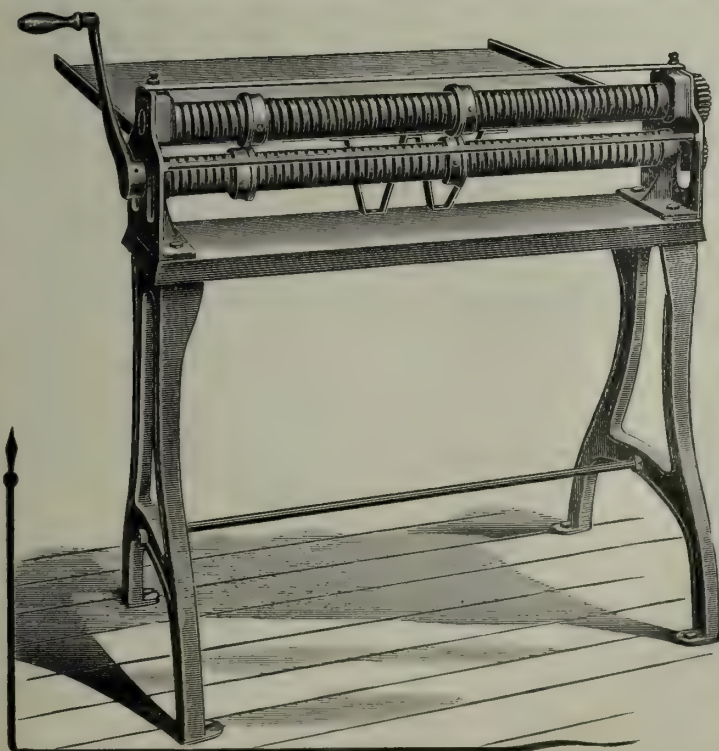
Benjamin Moore & Co., Limited

WEST TORONTO

New York Cleveland Chicago



OUR ROTARY SLITTING SHEARS



illustrated here, is a tool you cannot afford to be without, if you are not equipped with a large squaring shears. It will slit sheets any length, not exceeding 36" wide, 20 gauge and lighter. You can cut two strips at a time, leaving the edges clean and straight. This machine is reasonable in price. You will find it a money maker. If you are interested, investigate further.

The Brown-Boggs Co., Ltd. - Hamilton, Ont.

Tinmiths' Tools.

Sheet Metal Workers' Tools.

Presses and Dies.



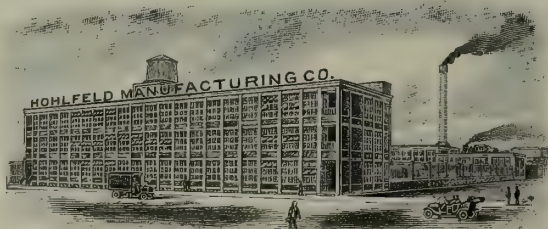
THE HOHLFELD LINE
OF
High Grade Hammocks
for 1912

is now ready and will be shown
throughout Canada by

GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL



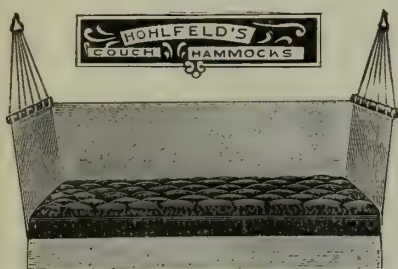
The Most Profitable
Line
Because it is Most
Saleable



The Most Popular
Line
Because it is Most
Satisfying

Main Office and Mill, Philadelphia, Pa.

NEWEST DESIGNS, WEAVES AND COLORINGS



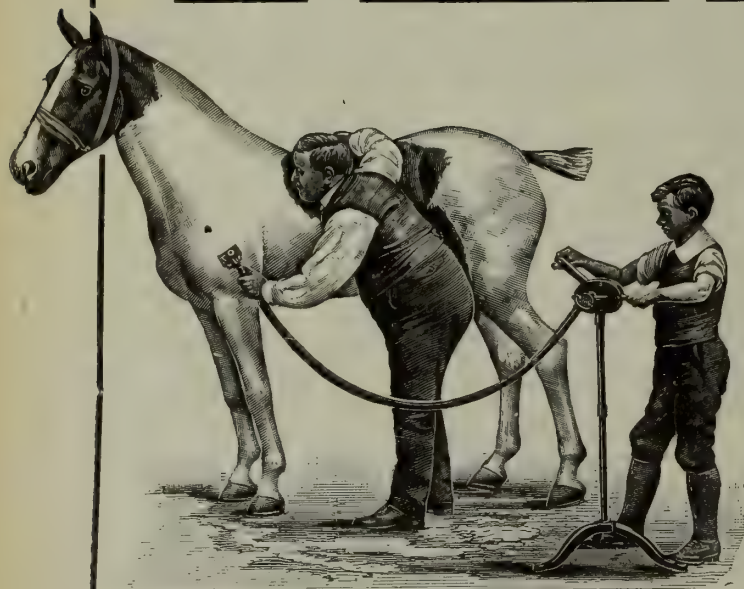
Known the world over as the standard
by which all others are measured

Geo. Borgfeldt & Co., Agts.
TORONTO

Catalog and Prices on request



THE BURMAN HORSE CLIPPERS



THIS IS OUR FORTIETH SEASON
1871 to 1911

FOR 40 YEARS BURMAN'S CLIPPERS HAVE
STOOD THE TEST AND ARE NOW
ACKNOWLEDGED TO BE THE
BEST OBTAINABLE.

HAND CLIPPERS IN 30 DIFFERENT
PATTERNS.

POWER CLIPPERS OF ALL KINDS.

BURMAN CLIPPERS ARE BRITISH
THROUGHOUT.

SEND FOR CATALOG TO-DAY.

B. & S. H. THOMPSON & CO., Limited, : MONTREAL
SOLE AGENTS FOR CANADA

Here is the Composition of **NEW ERA PAINT**

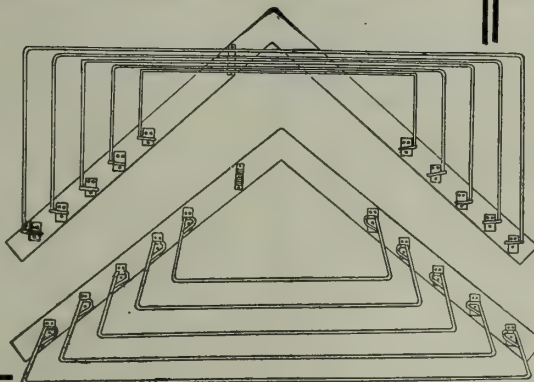
Pure White Lead; Oxide of Zinc; Pure Linseed Oil, Turpentine and Turpentine Japan Dryers, each the purest of its kind. New Era Paint will cover more surface, last longer, hold its color better, stand the changes of weather and give a more brilliant finish than any other prepared paint.

Write for Prices.

Standard Paint and Varnish Works Co., Limited
WINDSOR, : : : : ONTARIO

FOR DRYING CLOTHES

NOTHING has yet been designed which is so satisfactory as this convenient clothes rack. It is so constructed as to take up the minimum space while affording the maximum drying area (19ft.) and is strongly made of hardwood and bent steel. It is retailed at **\$1.25**, and sold to you at **\$9.00** per doz.



Modern Machinery Co.
SARNIA, ONT.

IT LOOKS SMALL

but there are a hundred little services a "want ad." in Hardware and Metal can perform for you cheaper, quicker, more thoroughly and more satisfactory than can be done in any other way.

It can get a customer for you for any show cases, counters, or any other fixtures you are anxious to dispose of; it can secure for you a set of tinsmith's tools, a typewriter, a silent salesman or any other article which you are anxious to buy cheaply.

The wider your market the better the bargain you will be able to make.

Our "want ad." page will put you in touch with practically every Hardware Merchant in Canada, and out of our thousands of readers it seems reasonable to suppose that there will be some man who is looking for just such an opportunity as you have to offer.

Rates (payable in advance)

2c. per word for 1st insertion. 1c. per word for subsequent insertion.

5c. additional each insertion when box number is required.

Write or phone our nearest office.

HARDWARE AND METAL

MONTREAL

TORONTO

WINNIPEG

YOUR CUSTOMERS

would appreciate

JAMIESON'S

LIQUID FLOOR

WAX

The fact that it can be applied with an ordinary varnish brush **appeals to everyone.**

It saves labor, gives a beautiful finish and lasts longer than the ordinary paste wax, and as it is made from hard vegetable wax it does not collect the dust as the ordinary beeswax products do.

**A Postcard will Bring
You a Sample Tin.**

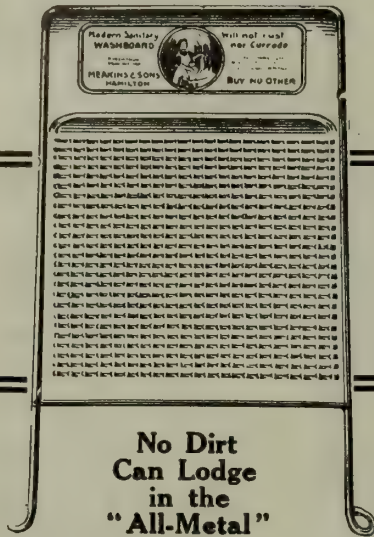
R. C. Jamieson & Co.
LIMITED

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited
Montreal

Nowadays Home Management is a Science



MEAKINS' | SANITARY WASHBOARDS

have no joints or wooden parts to catch and hold the dirt or germs, which means it is sanitary.

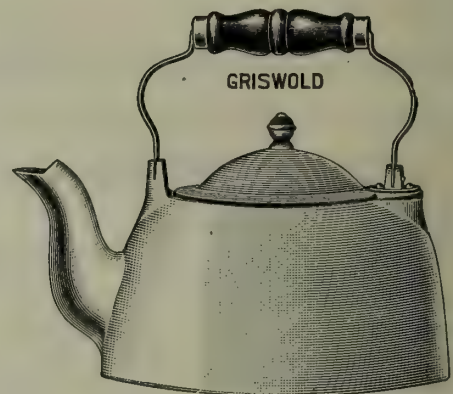
Meakins' Sanitary Washboards are built upon scientific principles. They are made in one piece, will not rust or corrode, have no nails to come loose or rough edges of zinc to cut hands.

Meakins' Sanitary Washboards command a steady sale, which will pay you well to stock.

**Ask us for Particulars
and Prices**

Meakins & Sons
Hamilton, Ont.

Highest Quality In "GRISWOLD" Aluminum Ware



The up-to-date hardwareman cannot afford to lose the excellent profits that are made through selling our Aluminum Ware.

We were the first to cast aluminum into cooking utensils and are still first when it comes to producing high quality.

Write us at once for catalog and price list.

Griswold Waffle Irons

have extra heavy pans, patent ball socket joint, permitting pans to turn with ease; air cooled sockets, preventing burnt fingers, and a specially designed ring that catches every drop of grease or batter.



The
Griswold Mfg. Co.
Eric, Pa.



**WE
HAVE A
LINE OF
BATHROOM
FITTINGS**

that are unexcelled for quality and service

**TORONTO
Gendron
CANADA**

Write for catalog and price list—they
are free on request.

**The Gendron Mfg. Co.
Limited
DUCHESS STREET
TORONTO,
ONT.**



BRUSHES and BROOMS

FOR FALL TRADE

It is worth your while to be certain that you
place in the hands of your customers only goods
which are absolutely reliable. You can do this
if you handle the **Keystone Brand**, as no brush
or broom is allowed to leave the factory unless
perfect in every respect.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - - - ONTARIO



An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

It is the safest and most convenient ladder for painters and contractors, as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

[It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.]

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.]

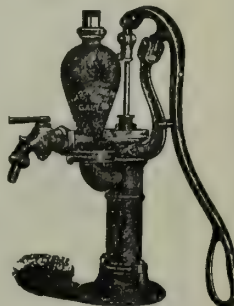
**The
Stratford Mfg. Co.
Limited
Stratford - - Ontario**

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

**The
R. McDougall Co., LIMITED
GALT, CANADA**

The Name **BISSELL'S**

"Cyco" BALL BEARING

on a carpet sweeper is a guarantee of quality

THIRTY-FIVE years experience in the exclusive manufacture of any article means much. The Bissell sweeper of today is the perfected product of thirty-five years development, thirty-five years growth and continuous leadership, and during all these years the "Bissell" has been recognized throughout the world as the best carpet sweeper made.

The word best has been so often misapplied as to have lost its true meaning in describing an article. But to understand its fitness in connection with the Bissell sweeper it is only necessary to consult the public. Any one will tell you, if a sweeper bears the name "Bissell" you need no further guarantee as to quality.

Our new BALL BEARING sweeper runs so easily a mere touch propels it, operates silently, cleans thoroughly without injury to the finest rugs or carpets. There's but one best in anything, and in carpet sweepers no one doubts its the "Bissell."

Write for a copy of our Christmas Offer now in force.

Bissell Carpet Sweeper Co.,

(Largest Exclusive Manufacturers of Carpet Sweepers in the World.)

Grand Rapids, Mich.

Branches—New York. (Eastern Office, Salesroom and Export Dept., 25 Warren St.)—Niagara Falls, Canada, (Factory)—London, England—Paris, France.

H&R ARMS CO

Q Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

Q There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¼ to 6¾ lbs., according to gauge and barrel. For black or smokeless powder.

Q These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

HARDWARE AND METAL

Sell Clark Heaters and Coal



Here's the "BIG HIT" Assortment

2 Leader Heaters
2 No. 5B Heaters
2 No. 7D Heaters

6 Dozen Clark
Fuel Brickettes
(Best Grade)

Some of these heaters you can sell as low as \$1.20 and make a good profit.

The Proposition to Dealers is Mighty Interesting

It's a proposition that means ready sales and liberal profits.

Everyone who drives or owns a carriage, wagon, sleigh, automobile—any kind of vehicle—needs them. Everybody traveling in cold weather needs them. The need is known—the demand is positive—It's for the dealer to supply the product and pocket the profits.

Clark Heaters and Clark Coal sell wherever displayed. The wonderful compactness, the unique principle of heat distribution, the neat appearance, the low price—all are factors that make Clark Heaters the unchallenged leaders.

Our guarantee goes with each, and the guarantee protects the dealer and the consumer. And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, with each brickette, that it will give 25 per cent more heat than any other heater fuel made.

DEALERS—ACT NOW

The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can feel the goodness of it. "Warm them up" to the necessity of buying from you. We'll help.

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO

"Big Hit."

Are You Doing Anything

in the way of pushing the sale of Window Guards? Every school, church, hall and other public building in your locality that is not already supplied offers you an opportunity to sell

"GREENING'S" WIRE WINDOW GUARDS

We make them to special order in an enormous range of style, shape, size and finish to sell at all prices. We are the oldest established and the largest manufacturers of this class of goods in Canada with an untarnished reputation for supreme quality, careful finish and low prices.

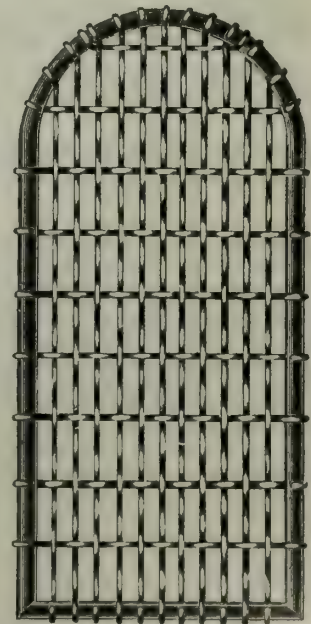
Write us about the requirements of your locality, giving full particulars as to size, quantity and for purpose they are to be used, and we will send you samples and prices.

**The B. Greening Wire Co.,
Limited**

HAMILTON

MONTREAL

WINNIPEG



**We are Headquarters for
SPARK PROOF FIRE GUARDS.**

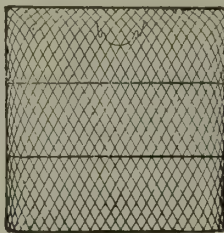
You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.**

Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.



Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.

Send for illustrated price list

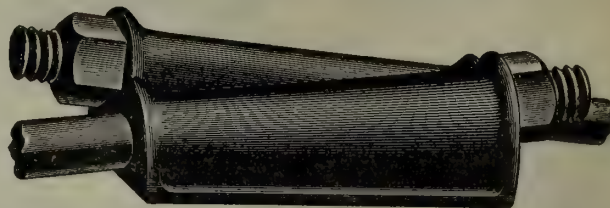


CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

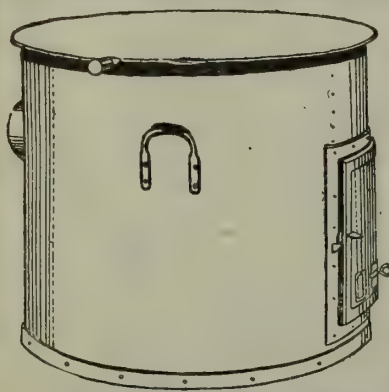
TANK LUGS



For bands on Water Tanks, Silos, Penstocks, Kilns, etc. Round from $\frac{3}{8}$ to $1\frac{1}{2}$ inch, also for flat bands up to 6 inches. Best Malleable Iron. Prompt Shipments.

Otterville Mfg. Co., Limited,

**OTTERVILLE
ONTARIO**



**Erie Steel
Feed Cooker**

These cookers are indispensable to farmers, butchers or stockmen. Grains that are useless for other purposes, by the use of the cookers are made as valuable as the best marketable product. Made in 7 sizes for burning wood. Nos. 20, 30, 40, 60, 75, 90, 120, Grates for burning coal supplied when ordered.

Made by **ERIE IRON WORKS, Limited** ST. THOMAS, ONTARIO

**Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts**

Uniform Product, Accurately Machined

**CANADA FOUNDRY COMPANY
LIMITED**

**MONTREAL
HALIFAX
OTTAWA**

**HEAD OFFICES
TORONTO
CANADA**

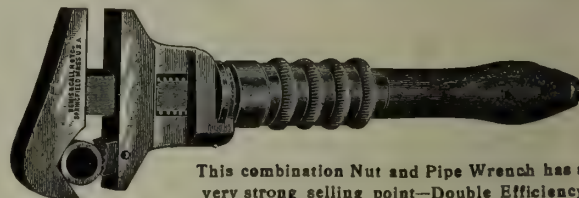
**WINNIPEG
VANCOUVER
ROSSLAND**

Brass Window Bars

Prompt delivery from stock

**Tallman Brass & Metal Co.
HAMILTON, ONT.**

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

**Steel Sheets for Deep Stamp-
ing and Enamelling Purposes**

"Comet" Brand

**Also Dark Blue, P.C.R. and C.A.
Sheets, also Galvanized Canada
Plates.**

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

**NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Make the Utica Line of Nippers and Pliers a Leader.

Our guarantee of absolute satisfaction is back of you. Utica Pliers and Nippers are the best that skilled workmen can produce from the finest material. "Get the Quality Line." Write for descriptive circular.

UTICA DROP FORGE & TOOL CO.,
 UTICA :: N.Y.
 CANADIAN AGENTS:
Smith Hardware Co., Montreal



YOU ARE SURE OF THE TOP
 with our

SWEDISH "NEVER TURN"
POLE CLIMBER, No. 553.

ALL KINDS LINEMEN'S TOOLS

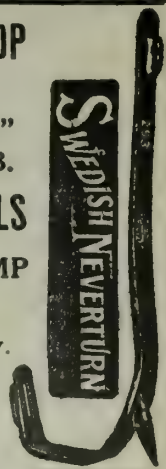
Our No. 417 SPLICING CLAMP
 is the BEST.

Money back if not satisfactory.

Smith Hardware Co., Ltd.

240 Lemoine Street,

MONTREAL, QUE.



BLACK JACK

THE BEST FAMILY POLISH MADE



TRY IT.

SOLD BY
 ALL
 JOBBERS

3-lb. tins—3 doz. in case.

Glues, Gelatine, Size, etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

THE SANITATION PROBLEM SOLVED



by the invention and patent of Aerated Sanitary Dry Closet. No waterworks or sewerage required. No polluted matter to be carried out regular. Just as convenient as the flush closet, at a very small cost. The liquids carried off by a small 1/2 gas pipe and run in a hole outside. By the use of a chemical the solids are disposed of. Sold on trial.

Kendrick & Co., Simcoe

WALL PLASTER

PLASTER BOARD—THE COMBINATION
 GOOD RESULT LATH.

"Empire" Woodfibre Plaster, "Empire" Cement Wall Plaster, "Empire" Finish Plaster, Gold Dust Finish Plaster, Trowel Plaster of Paris and other Gypsum Products.

Shall we send you plaster literature?

Manitoba Gypsum Co., Limited
WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS
 SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

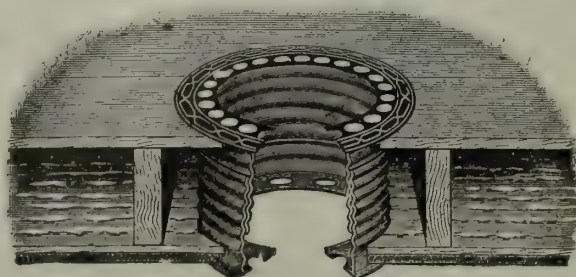
REGISTERED TRADE MARK

 GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
 MONTREAL

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
 PRESTON & MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

FEED COOKERS.



When in need of cookers for boiling Feed, just drop a line to

The James Bros. Foundry Co.
PERTH, ONT.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

MOOSE JAW

Whitlock & Marlatt

Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

BUILDERS' SUPPLIES.

Bell Phone 2023 P. O. Box 267
Bossé & Banks
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

FILTERS.

GALVO FILTER & STERILIZER
Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
Write for Doctors' Reports on the "Galvo"
"ANTI-SPLASH"
FILTERS Plain or Screw Faucets 25c. Write for details.
Anti Splash Filter Co.
Owen Sound Ont.

JAS. BISSET & CO.

MANUFACTURERS' AGENTS

260 St. Paul St., QUEBEC, QUE.

Cars distributed, warehoused and forwarded.

BUSINESS SOLICITED.

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Tuckahoe, N.Y., U.S.A.
Wiebusch & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

HARDWARE SPECIALTIES.

If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

THE COLLINS MFG. CO. - TORONTO

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

IRON.

PIG IRON STEEL PLATES, BARS and ANGLES BAR IRON

David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

TRY A Condensed Ad.

IN
Hardware and Metal

For two cents a word you can talk across the continent.

HARDWARE AND METAL

FLOW CASTINGS.

Castings of all Kinds.

Write us for our list of
Flow Castings.

The Hilborn Co., Ay, Ontario.

RIVETS AND STEEL PRODUCTS.

The **PARMENTER BULLOCK CO., Ltd.**
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Keelsteels Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

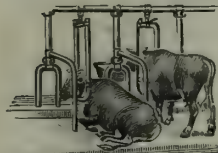
SHELF BRACKETS.

Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the Bradley Steel Bracket. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

STANCHIONS



O.K. CANADIAN U BAR
STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear loose.

Canadian Potato Machy. Co., Limited, 205 Stone Rd., Galt, Ont.

TOOL HOLDERS.



ARMSTRONG UNIVERSAL
RATCHET
Two inches of motion
extend of handle, in
any direction,
will drive the
drill

Armstrong
Bros. Tool Co.
106 N. Francisco
Ave., Chicago, U. S. A

TRUCKS.

Corbett Roller Bearing Trucks are the only modern trucks on the market.

Used by railroads, steamboats, factories, dry kilns, stores, warehouses, etc,

Write for Illustrated Catalogue.

CORBETT FOUNDRY & MACHINE CO.
OWEN SOUND ONTARIO



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ay, Ont. Winnipeg, Man.

WIRE SPRINGS.

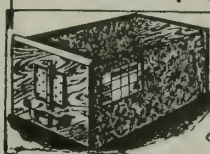
WE MAKE A SPECIALTY OF
WIRE SPRINGS
for COMPRESSION and EXTENSION
James Steele, Limited, Guelph

CLOTHES WRINGERS.

The Estate of **O. D. COWAN**
GANANOQUE, ONTARIO
CLOTHES WRINGERS—1 to 3 years' guarantee
FLEXIBLE DRAG TOOTH HARROWS
Agents: Assella & McMaster, 207 St. James St., Montreal
J. A. Girard, Quebec, Que

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
**BENNETT STEEL
HARDWARE SHELF BOX**
Saves 20% Shelf Room
over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

MOP-STICKS

OF DURABILITY

are the "TARBOX BRAND"

No. 8 Plain Cloth Holder.

No. 10 Combination Brush.

Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by

TARBOX BROS., - Toronto, Ontario

When writing advertisers kindly mention having seen the advertisement in this paper

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

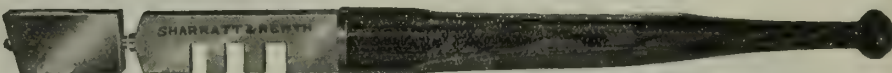


Made by

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

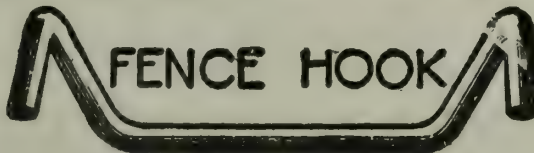
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



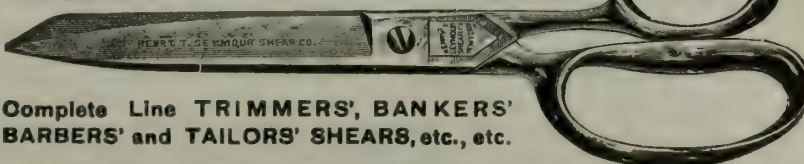
SEYMOUR SHEARS

The Standard for nearly a century

"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.

TRADE MARK



TRADE MARK

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

Latest catalog will be sent in exchange for your business card.

THE JOHN STEVENS CO., Limited

Wholesale Plumbers' Supplies

WINNIPEG

WE CARRY A COMPLETE STOCK OF
Steampipe, Fittings and Brass Goods

All orders receive prompt and satisfactory attention.

Write now for FREE copies of Blue Prints for septic tanks.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will
Extinguish
Any Kind
of Fire!



Special
Prices
on
Application

Secure
Agency
for your
District

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

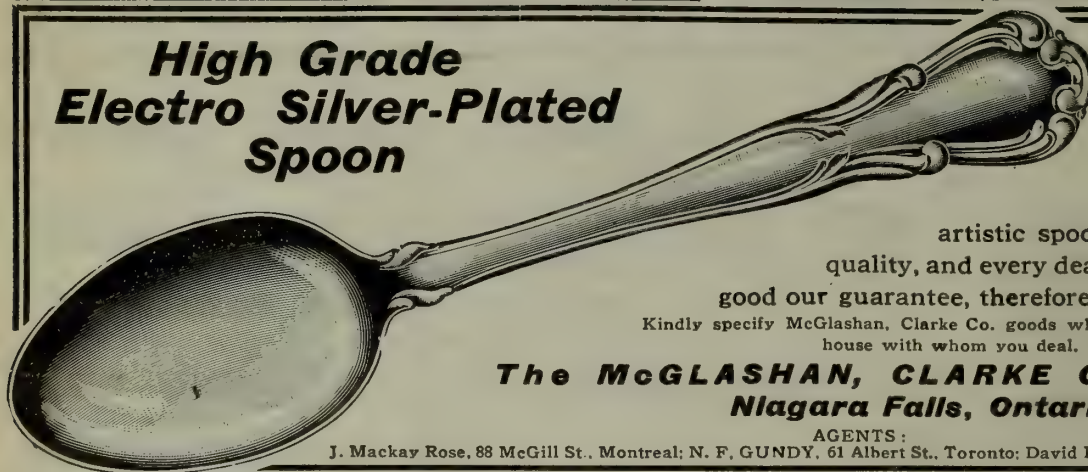
The Valor Company, Limited

Aston Cross, Birmingham, England

Or, **GEO. H. SAYWELL, Saskatoon**

327 Cumberland Ave., Winnipeg; 10 Adelaide W., Toronto

High Grade Electro Silver-Plated Spoon



**PLEASE YOUR
CUSTOMERS**

by selling them this
artistic spoon. It has a guaranteed
quality, and every dealer is authorized to make
good our guarantee, therefore he runs no risk.

Kindly specify McGlashan, Clarke Co. goods when ordering from the wholesale
house with whom you deal. WRITE AT ONCE.

**The McGLASHAN, CLARKE CO., Limited,
Niagara Falls, Ontario**

AGENTS:

J. Mackay Rose, 88 McGill St., Montreal; N. F. GUNDY, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg

THE SPECIAL FEATURES IN MAXWELL'S Champion High-Speed Washer

make it a winner against all competition. Made of Red Cypress (the wood that lasts a lifetime), with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendations of the woman who uses it.

It pays to link up your store with such successes as the CHAMPION.

David Maxwell & Sons, St. Mary's, Ontario



"BANNER" COLD BLAST LANTERNS



HANDSOMELY FINISHED IN HEAVY POLISHED TINPLATE and HARD RED JAPAN, also in HEAVY ANTIQUE COPPER. Made with BRASS WELL ONLY or IN ALL SOLID BRASS.

Sold by all jobbers

The Ontario Lantern and Lamp Co., Limited

Head Office and Factory, - - - HAMILTON, ONT.

Branches :—Montreal, 30 St. Dizier St. Winnipeg, 56 Albert St.

SWELL
WELD

McKinnon Electric-Welded Chain

SWELL
WELD

Our Halter Chain can now be secured in an electro-galvanized rust-proof finish.



Send for samples and prices, which will prove attractive and very profitable.

The Name "McKinnon" Guarantees "Quality Perfect" Chain

MADE ONLY BY

SWELL
WELD

Office:
BUFFALO, N.Y.

McKinnon Chain Co.

Factory:
ST. CATHARINES, ONT.

SWELL
WELD

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.

Galvanized and Black Sheets, all grades.

Tinplates

Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

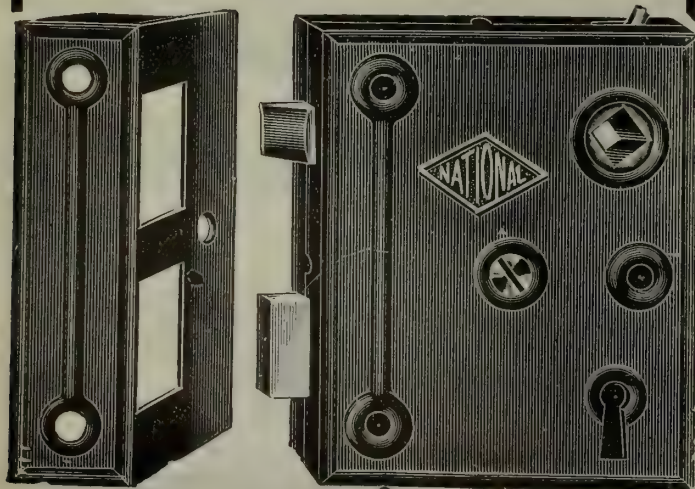
ORDER FROM YOUR JOBBER

National Hardware Company, Limited

ORILLIA

ONTARIO

CANADA



The "Hygienic" COFFEE

PERCOLATOR
Makes an
**IDEAL CUP
OF COFFEE**

It is beautifully finished and fitted with the new Monarch regulating lamp.

The Hygienic has no near

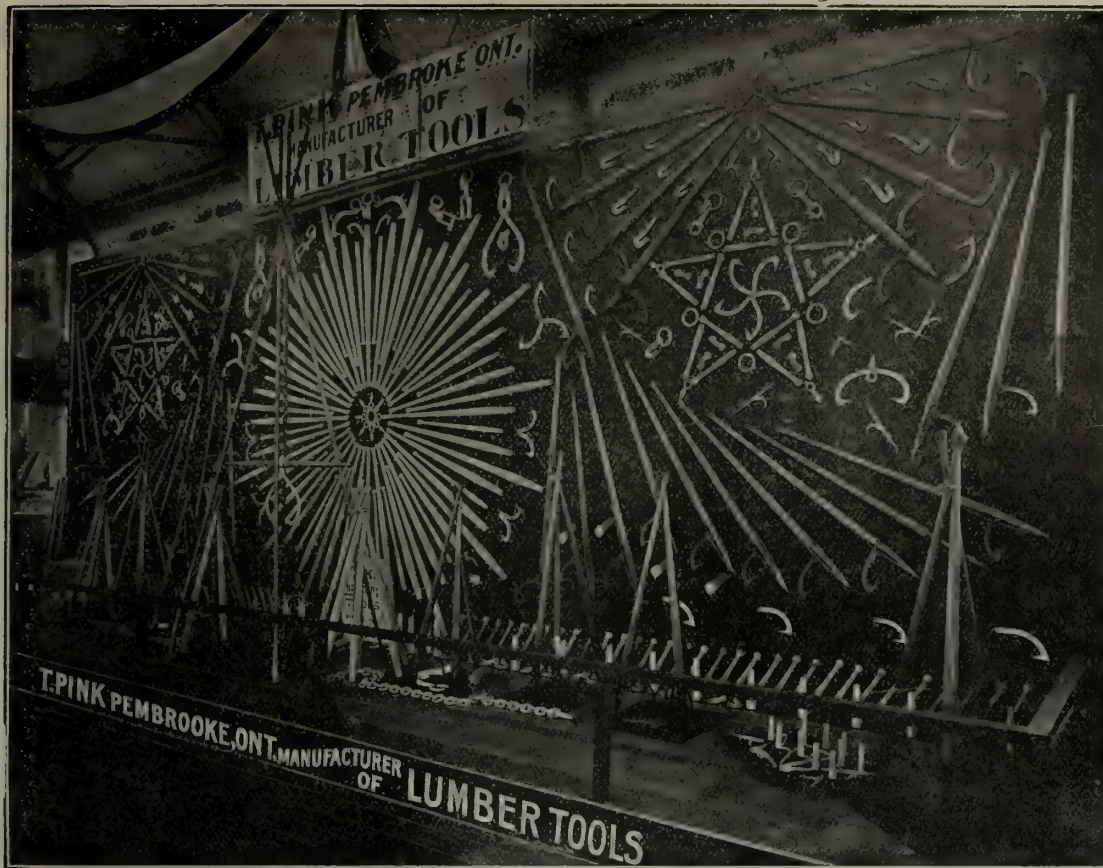
rival when it comes to point of adding pleasure and satisfaction to a home. Giftseekers buy it as the most appropriate, and most reliable gift.

Write for illustrated catalog.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto Street, Toronto





Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable
Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

"DIAMOND" HIGH SPEED REAMERS



Tools of Quality Bear These Marks



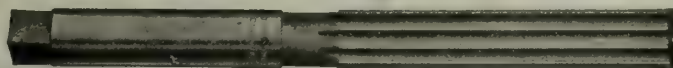
Marks



Maintenance expense—the cost of up-keep of tools—is greatly reduced where those made of "W & B" High Speed Steel are employed.

"Diamond" High Speed Reamers are processed by experts. They will give the longest life, correct dimensions, and are unequalled for wearing and cutting quality.

The greatest care is given the milling and grinding, consequently absolute accuracy is obtained. Rigid inspection and test enable us to guarantee every one accurate to size and of "W & B Diamond" quality. Jobbers in all large cities will supply, or write us. Ask for Catalog 74A.



THE WHITMAN & BARNES MFG. CO.

Established 1854

AKRON, OHIO, U.S.A.

FACTORIES:

Chicago, Ill.

Akron, Ohio

St. Catharines, Ont.

EXPORT SALES AGENT
A. J. BARNES

98 West St., N.Y., U.S.A.

EUROPEAN REPRESENTATIVES
THEODORE BUTLER, Ltd.
149 Queen Victoria St., London, England

NEW YORK STORE
64 Reade Street



Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.



No. 190

E. C. ATKINS & CO., Inc.

MAKERS OF STERLING SAWS

Hamilton, Ont.

U.S. Factory, Indianapolis, Ind.

WHEEL BARROWS

for Every Purpose

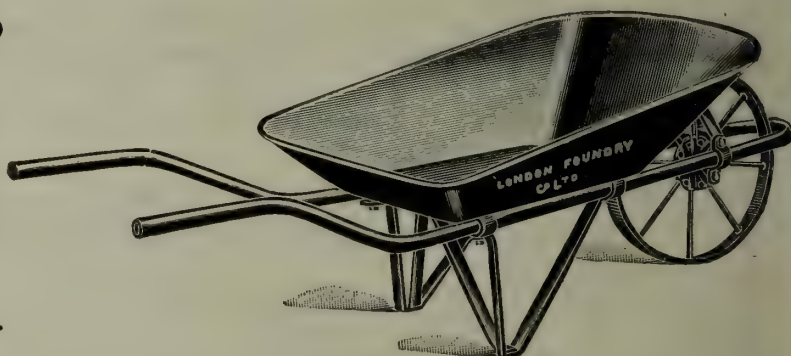
We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.

London - Canada

Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent



SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



The hardwareman who wishes to secure a strong hold on trade should boost the

"Peerless"

Hangers and Fasteners

When combined on a sash as illustrated, they form one of the greatest household conveniences—a convenience that has aroused the enthusiasm of every user.

COWAN & BRITTON



Showing the convenience of the "Peerless"

We are Canada's Oldest and Largest Manufacturers of

Builders' Hardware

and Butt Hinges. All our hardware contains a high quality that is hard to equal, yet our large output enables us to produce it at a reasonable price.

Order from your jobber or direct from us.

COWAN & BRITTON,
 GANANOQUE, ONT.



"Peerless" Hanger

That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.

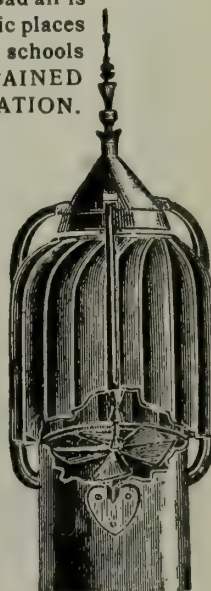
MONTREAL, JAN. 21st, 1909

J. W. HARRIS MFG. CO., LTD.,
 Montreal.

GENTLEMEN:

Your favor of 11th inst. received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done good service and is working well.

Yours truly,
 EDWARD MAY,
 434 Blm Ave.



Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filters, etc.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



The "Ross" Rifle For Big Game

"Ross" Rifles are acknowledged to be the most powerful for big game, and are also the best "all round" Rifle for any sportsman.

Dealers need not hesitate to recommend the "Ross"

Catalogues and discounts on application to

THE ROSS RIFLE CO., Quebec, P.Q.

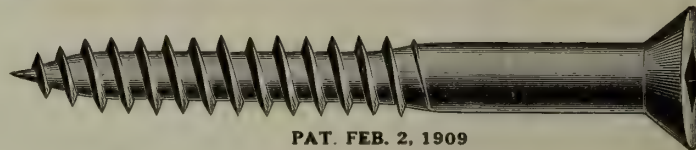


ROBERTSON

SOCKET HEAD

WOOD SCREWS

GET
OUR
PRICES



PAT. FEB. 2, 1909

SEE
THAT
SQUARE
HOLE



HAND DRIVERS, YANKEE BITS BRACE BITS
RIVETS, BURRS, WASHERS, NAILS, WIRE

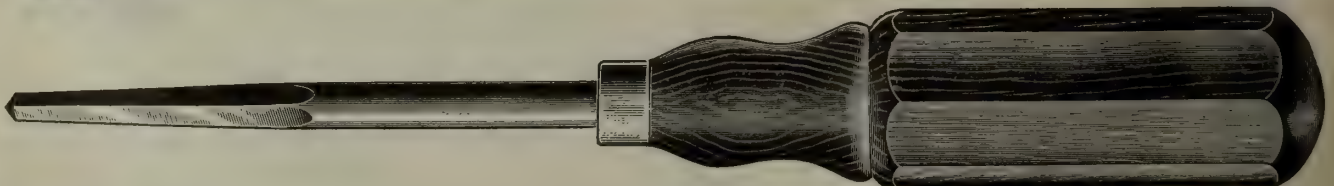
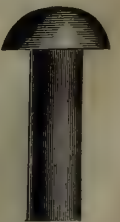
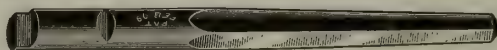
SEND FOR CATALOGUE

The P. L. Robertson Manufacturing Co., Limited

Milton, Ont.

TORONTO WAREHOUSE: 19 Jarvis Street

F. J. Schuch, Agent



2 & 3-ply
Ready Roofing
"Black Diamond"
Tarred Felt
"Joliette" & "Cyclone"
Sheathing

Alex.
McArthur & Co.,
Limited,
82 McGill Street,
Montreal
Western Agent:
F. J. Cox,
Winnipeg

Before you
place your or-
der for roofing
and building
papers get our
prices.

We have the
facilities for
turning out the highest grade
weather-resisting products at a
reasonable cost—products that
can be easily laid by any ordi-

nary workman
—products that
will give a ser-
vice that cannot
be excelled.

We manufac-
ture all kinds of
wrappingpaper.

THE GOOD REPUTATION OF STILL'S SPECIAL HOCKEY STICK

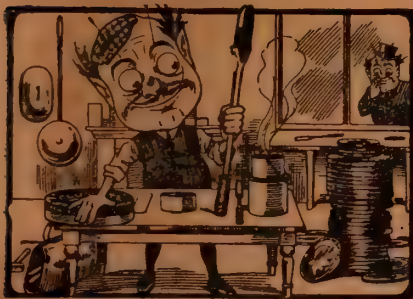
is due to its reliability. It is made
of second growth rock elm, is well
seasoned, well balanced and splen-
didly finished. Good players de-
mand it, as it is the most reliable
and absolutely the best value in
hockey sticks that money can buy.

Our other brands are:

"EMPIRE," inferior only to
"Special." "IMPERIAL," a good
all-round stick. "CHAMPION," the
leading boys' stick.

WRITE US AT ONCE

J. H. Still Mfg. Co., Ltd.
ST. THOMAS ONTARIO



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL
MAN USES

FLUXITE

The Paste Flux That
SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead
without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering
work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and
home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey
LONDON, S. E., ENG.

MEASURING TAPES MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted
to the work they have to do; durable and reliable.

Those that bear
this Trade-Mark

LUFKIN

are the leaders of the field because they have always given satisfaction. THEY
ARE DOMINION MADE.

FOR SALE BY **THE LUFKIN RULE CO. OF CANADA, LTD.**
ALL JOBBERS, WINDSOR, ONT.



CATALOGUE
ON REQUEST

Est. 1868

Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.
PHILADELPHIA

Twelve

Medals



Awarded

By JURORS at

**International Expositions
Special Prize**

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910



VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service,
nothing to equal them has
ever been made.

Manufactured solely by

THE CUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

Nitrate of Lead

**Best English Make
5 Cwt. Casks.**

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

WHY TAKE CHANCES?

A reputation for good quality brings to your store New Customers and Increased Profits, while goods of inferior quality will drive away both customers and profits.

**Stanley's Steel
BUTTS and HINGES**

are the standard of High Quality in the Hardware World. Protect your business against the danger of inferior quality by ordering goods which are distinguished by this.



THE GUARANTY OF QUALITY

Stamped on the Goods
Printed on the Labels

THE STANLEY WORKS

NEW BRITAIN CONN. • U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg.
New York: 115 Broadway.

Toronto: 143-149 University Ave.
Chicago: 140 S. Dearborn St.

Winnipeg: 34 Royal Bank Bldg.
London, Eng.: 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 18, 1911

NO. 46

POCKET **H. BOKER & Co's** KNIVES
IMPROVED
TREE BRAND
TRADE MARK
CUTLERY RAZORS SCISSORS

Canadian Agents, DORRICK BROS. & CO. MONTREAL

POULTRY NETTING

"LYSAGHT'S"

Strong and well woven. Galvanized after weaving, making it perfectly rigid.

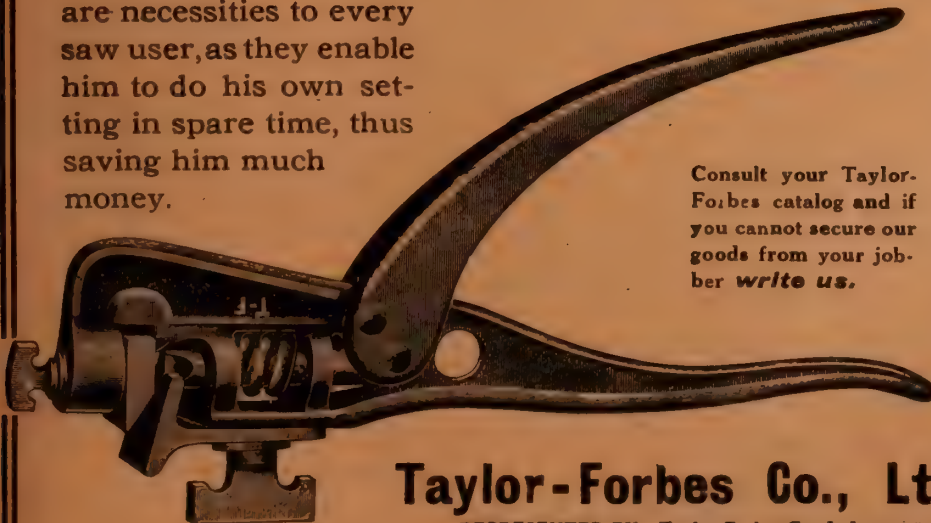
Specify "Lysaght's" for your next order.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

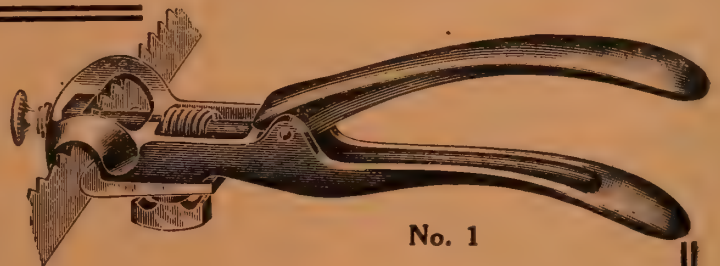
A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

The Taylor-Forbes Perfect SAW SETS

are necessities to every saw user, as they enable him to do his own setting in spare time, thus saving him much money.



Consult your Taylor-Forbes catalog and if you cannot secure our goods from your jobber write us.



No. 1

No. 1 is especially designed for hand and tennon saws.

No. 3 for Cross-cut saws.

These sets are extra strong and durable, being made from malleable iron and steel. Their finish, design and service-giving qualities cannot be excelled by any other make.

Taylor-Forbes Co., Ltd., Guelph, Ont.

REPRESENTED BY: Taylor-Forbes Co., Ltd.—246 Craig St. W., Montreal; H. G. Rogers—53½ Dock St., St. John, N.B.; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C.; H. F. Mouden & Son—Traveller's Bldg., Winnipeg; Canadian United Mfrs. Agency—London, England.

Big Ben

A Watchlike Sleepmeter



Height 7 inches. · Dial $4\frac{1}{2}$ inches.
Rings steadily for 5 minutes, intermittently for 10.

HALF a dozen Big Ben in your Christmas window will add life and ginger to the brightest display.—Have your customers take one with the rest of their Christmas Gifts, tell them to arrange those that won't go inside in little piles around each stocking.

Then when all have gone to sleep, have them *sneak into each bedroom* a jolly faced Big Ben.—Let him wake them on Christmas day.—He's as good to look at as he's pleasing

to hear and he'll call every day at any time they say.

With every half dozen you'll get a complete set of Window Display Helps. If you make it a full dozen order, you'll get a solid mahogany display stand and two sets of display helps.

Big Ben advertisements are appearing in the Christmas issues of the leading Canadian Magazines and in all the United States Magazines having a Canadian circulation.

The retail Canadian price has been fixed at \$3.00. You may sell him for more if you wish but you may not sell him for less.

Big Ben is carried in stock by 53 Canadian wholesalers. We will be glad to send you the list on request.

In broken and dozen lots, \$2.20 less 5%. In case lots of 24, \$2.10 less 5%.

The Western Clock Mfg. Co.
La Salle, Illinois

The Users of Edge Tools will look to YOU for
Carborundum Sharpening Stones



THEY know that Carborundum Stones will give a quicker and better edge, never fill or glaze, last longer, and keep their tools in perfect working condition.

Meet the demand—put in a stock now. Let them know you are a Carborundum dealer. Carborundum display cases, window cutouts, booklets, etc., will help.

Suppose you write for full details.



The Carborundum Company, Niagara Falls, N.Y.

These Two
“YANKEE” TOOLS

are Catching the Mechanics

Same tool as the popular No. 30, but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

**Quick Return
 No. 130**



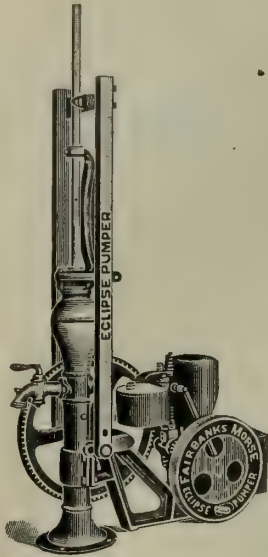
**“YANKEE”
 Push Brace No. 75**

Bores $\frac{3}{8}$ " holes in any kind of wood in half the time of a Bit-Brace and does it easier. Drives and draws screws---takes all the small tools and works in close quarters where a Bit-Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the “Yankee” Spiral Driver. **These Are the Coming Tools.**

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.
 Philadelphia, Pa.

More Water for Less Money



Would you pump water from a deep well for two cents per hour? That's what the "ECLIPSE PUMPER" does right along. Neither does its usefulness end there. The engine is easily disconnected from the pump and is all ready to turn the cream separator, run your grindstone or grind your feed, etc. The "ECLIPSE PUMPER" is a practical, guaranteed "Fairbanks-Morse Engine."

Every hardware dealer should carry them and a letter to our nearest branch will bring you our catalogs and our special terms to agents.

The Canadian Fairbanks-Morse Co., Ltd.

FAIRBANKS STANDARD SCALES—FAIRBANKS-MORSE GAS ENGINES—SAFES and VAULTS

Montreal, Toronto, Winnipeg, Vancouver, Calgary, Saskatoon, St. John

The S.M.P. New Style Machine Oilers

are popular sellers everywhere

Made with large opening at neck.



No. 690

MOWING OILER

Plain and
Copper Plated

Prices on
Application.



No. 675

THRESHING OILER

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

Very Soon Now,

Just as soon as snow falls

The Rush for Sleighing Goods will begin.

Are You Prepared?

Are Your Stocks and Assortment Complete on

**Every one
of these
Lines?**

If not, make up an order and send it in to us to be sure you will have the goods when you need them.

Sleigh Bells
Horse Blankets
Carriage Heaters
Sleds, Skates
Snow Shoes
Hockey Sticks
Snow Shovels
Weather Strip
Ash Sifters
Game Traps

Prices Quoted Promptly; Orders Executed Quickly and Completely.



They make winter sleighing a joy.
They increase the liveryman's comfort and profit.



PETTY COAL
Burns without smoke or gas.

They keep the feet warm at the hockey game.
Make cold weather driving comfortable.



Have you been selling Carriage Heaters? If not, put these in stock NOW and you will wonder why you have not always sold them. They sell well and give perfect satisfaction.

They are Effective, Extremely Simple and Very Attractive. Every Sleigh, Automobile, Carriage and Waggon should be equipped with one or more. A Great many in your locality will be, if you display them and show them to your customers, explaining the comfort they afford.

Our Boy's Steel Sleds is another Big Seller; Have you an Assortment of them?

Have You Our
No. 43 Cutlery Catalogue?

DON'T WAIT TOO LONG AND—BE TOO LATE

Have You Our
New "WANT BOOK?"

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

Holiday Trade

Your Stock of Cutlery
needs tuning up and now
is the time to do it.

Sell

THE BEST MAKES

NAMELY

Harrison Bros. & Howson
Joseph Rodgers & Sons and
Jonathan Crookes and Sons

Place a sample order with
us now for an assortment
of Fine Cutlery.

Cutlery in Cases

Fish Carvers

Game

**Fancy Jack
Knives**

**Dessert and Table
Cutlery**

Manicure Sets

Ladies' Companions

Fruit Knives and Forks

There is no period so busy
as during the Holiday Sea-
son. All live merchants
know this, so prepare for
the rush.

CUTLERY



Our Cutlery Lines are be-
yond comparison as we
handle only the best.

**Get in
On This Line
It Pays**

CUTLERY CABINETS

WE SHIP PROMPTLY

Ask our Travellers to show you Samples.

WE SHIP PROMPTLY

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND METAL MERCHANTS



MONTREAL

-

-

CANADA



Pearl Handle Knives and Forks



No. 7044—Fancy Silver-plated Ferrules, Silver-plated Blades and Forks, fitted in Union 5-ply case, which will not warp or shrink. Velvet lined, can be had in sets of half or one dozen pairs.

No. 6879—Leatherette cases, fitted with six Pearl Handled Knives and Forks, fancy hall marked Ferrules, made from Silver. Silver-plated Blades and Forks. Case is neatly lined with satin.



No. 2813 B—Ivory Grained Celluloid Handles on Knives and Forks instead of Pearl, fitted in same case as No. 6879.

*Our Catalogue shows
full line of
Pearl Handle Sets*

Caverhill Searmont & Co

MONTREAL

The
Steel Company of Canada
Limited

Soft Basic Open Hearth
STEEL BARS

Excel in Toughness, Softness, Strength,
Ductility and Ease of Welding.

HORSE SHOES

HORSE NAILS

WROUGHT PIPE

MERCHANT, BLACK and GALVANIZED

WOOD SCREWS

MACHINE SCREWS

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods,

WIRE OF ALL KINDS :: FIELD FENCING
PUTTY, SHOT, LEAD PIPE, WHITE LEAD

District Sales Offices:

Hamilton

Toronto

Montreal

Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.



SAMSON AXES

The importance of quality in both Axe and handle makes the "Samson" line a quick seller. Men who work in the woods want to be sure of their tools, and we've made sure in advance. Why run the risk of something inferior when the best cost so little?

Order Now

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE

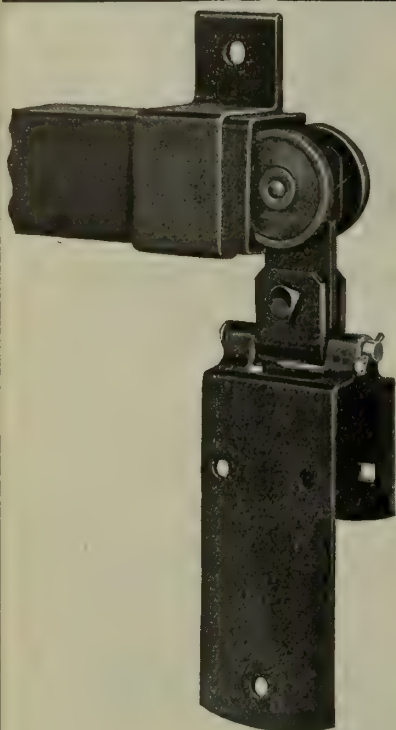
TORONTO

We Ship
Promptly.

Graham Nails are the Best.

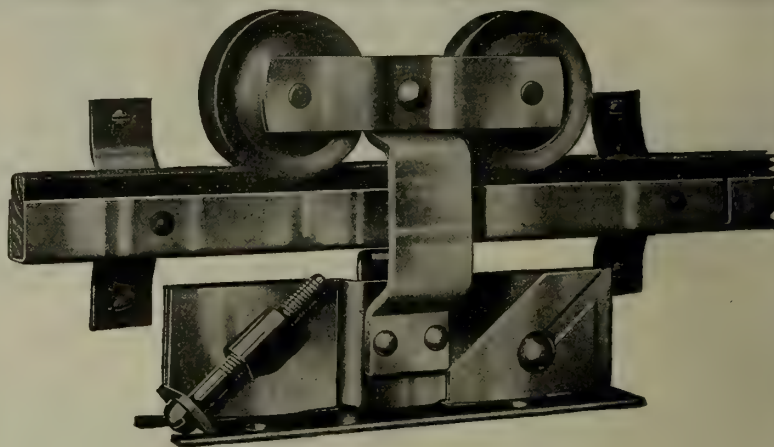
Our Prices
are Right

Hatch Hangers



**HATCH
HANGERS**
are the best
sellers and
make you
more profit
than any
hangers in
the market.
Apply for
the agency.

**TROLLEY HANGERS, TRACK
and BRACKETS for Ware-
houses, Garages, etc.**



PARLOR-DOOR HANGERS
Double Sets, including 14 ft. Track.
Single " " 8 " "

WESTERN-DISTRIBUTORS

MARSHALL, WELLS CO., Winnipeg, Manitoba
WOOD, VALLANCE LIMITED, Winnipeg, Manitoba
ROSS BROTHERS, LIMITED, Edmonton, Alberta
A. McBRIDE & CO., LIMITED, Calgary, Alberta
WOOD, VALLANCE & LEGGATT, Vancouver, B.C.
McLENNAN, McFEELY & CO., LTD., Vancouver, B.C.
W. S. FRASER & CO., Victoria, B.C.

CANADA STEEL GOODS CO., Limited
HAMILTON, - CANADA



METAL CEILINGS and SIDEWALLS

The best made at any price.

Decrease the cost of interior construction.

Increase Fire Protection, Sanitary Conditions and
Artistic Effects in any Building, Public or Private, in City
or Country.

A large variety of attractive designs to choose from.
Quality and Durability above the average.

SEND MEASUREMENTS FOR ESTIMATE

McFARLANE, DOUGLAS CO., Limited, 250-260 Slater Street
Ottawa, Ont.

You Know ENTERPRISE QUALITY Sell It!

ONE reason why this is a plain type ad is that every dealer in Canada and the United States knows the **Enterprise** specialties. And every dealer knows that they are easy to sell, because they have the reputation of quality.

It doesn't make any difference what article it is that comes out of the **Enterprise** plant, it is made up to the very highest standard of manufacture.

Enterprise goods are therefore easy to sell. You have in your locality any number of families who would be far better off if they had an **Enterprise** Meat and Food Chopper or one of the other **Enterprise** specialties.

We ask you to reach out for these sure sales and the profits they mean to you. It is dollars to buttons that if you put ENTERPRISE goods in your window, you will make ENTERPRISE sales. And every customer to whom you make a sale will be absolutely satisfied. There's quality every time behind the name ENTERPRISE.

And remember, we are aiding you every day to sell these goods. They're advertised extensively and we give you selling helps that make sales.

Write to-day for the **Enterprise** Catalogue. Let us give you our selling helps. We will send you window trims and store hangers. We will send you, free, our series of beautiful post-cards, printed with your advertisement, which you can mail out to your customers.

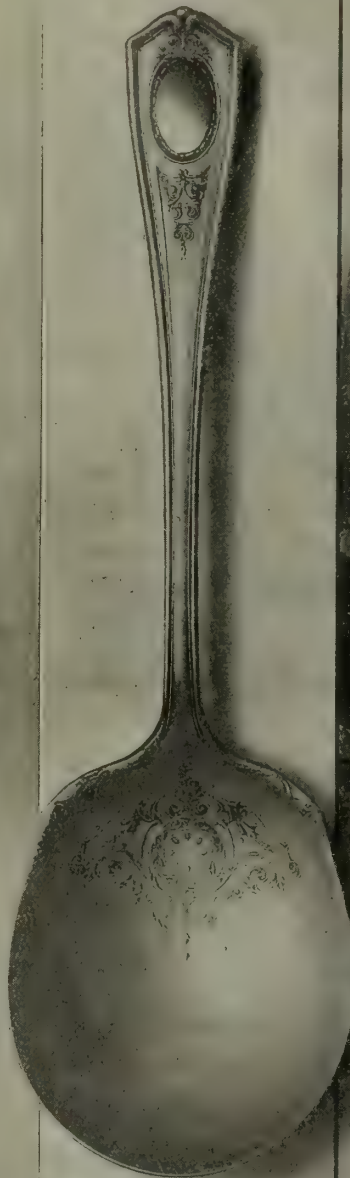
These post-cards have been wonderful sales makers. If you will try them out, you will find they will bring dollars to your till. Write now.

Meat and Feed Choppers
Sausage Stuffer and
Lard Presses.
Bone, Shell and Corn
Mills
Saw Irons
Polishing Irons
Coffee Mills
Cherry Stoners
Ice Shredders
Beef Shavers
Cheese Cutters
Tobacco Cutters
Motor Choppers
Raisin Seeders
Lawn Sprinklers
Measuring Faucets
Bait Choppers
Cobbler's Kits
Meat Hooks
Electric Mills
Paste Makers
Drug Presses
Tincture Presses
Flag Pole Holders
Measuring Pumps
Bung Hole Borers
Cork Presses
Paint Faucets
Vegetable Slicers

**THE ENTERPRISE MFG. CO. OF PA.
Philadelphia**

A NEW RECORD

COMMUNITY SILVER



LOUIS XVI PATTERN

RELIANCE PLATE



KENWOOD PATTERN



The Dealer who carries
**COMMUNITY
SILVER**
and
RELIANCE PLATE

echoes their praises, because he finds
new and better "records" for his store.

Both Community Silver and Reliance Plate are sold only on
a restricted price basis, hence cut-throat competition is avoided
and every sale counts - yields a sure and generous profit.

ONEIDA COMMUNITY, LTD.

ONEIDA, N.Y.

DISSTON TROWELS

BRICK, POINTING and PLASTERING

OF VARIOUS PATTERNS
DESIGNED TO MEET THE
DEMANDS OF ALL US-
ERS. THEY ARE MADE
NOT MERELY TO SELL,
BUT FOR PRACTICAL
USE.

WE HAVE BEEN
MANUFACTURING
TROWELS FOR 53
YEARS.

HENRY DISSTON & SONS
PHILADELPHIA U.S.A.
REG. U.S. PAT. OFF.

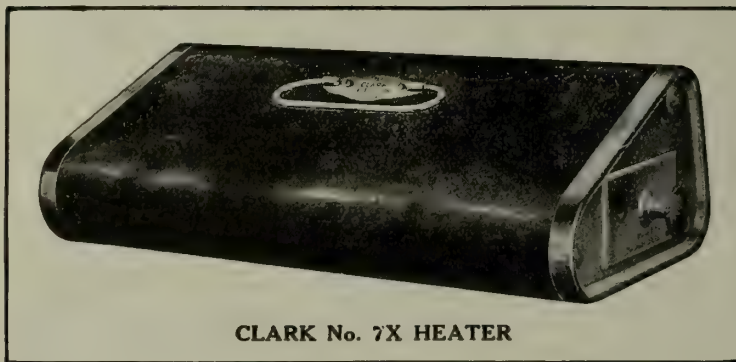
That same high standard of Quality,
Workmanship and Efficiency which has won
world-wide renown for DISSTON BRAND
SAWS during the past 71 years characterizes
all DISSTON BRAND TOOLS.

See our catalog for the finest line of Trowels,
Plumbs and Levels, Try-Squares, Bevels,
Gauges, Screw Drivers, etc.

HENRY DISSTON & SONS
INCORPORATED

Keystone Saw, Tool, Steel and File Works - PHILADELPHIA, PA.
Canadian Works - Fraser Ave., TORONTO, ONT.

CLARK Indestructible Steel Heaters



CLARK No. 7X HEATER

*For use in
automobile,
wagon, sleigh
or carriage in
cold weather.*

Show Good Profit to Dealers

These are the unbendable and unbreakable heaters that are advertised extensively to your customers.

There are no castings of any kind in Clark heaters.

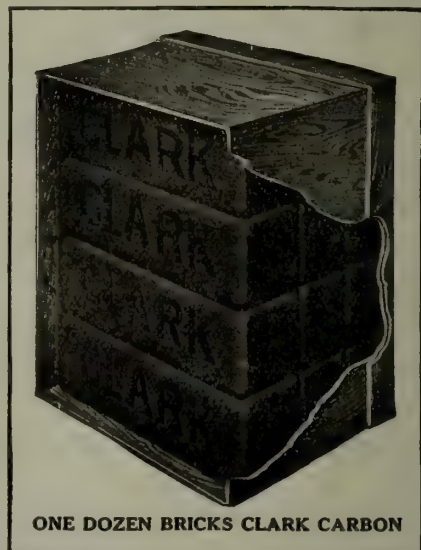
These heaters are made in 20 styles and sizes, ranging in price from \$1.00 to \$10.00—something for every taste.

Clark heaters are not to be compared with the cheaply made, cast end heaters sometimes offered. Every Clark heater is made with a view to satisfying the purchaser.

When a Clark heater is sold it stays sold.

Practically all jobbers in Canada carry Clark heaters.

Write for new 1911-12 Catalog



ONE DOZEN BRICKS CLARK CARBON

CHICAGO FLEXIBLE SHAFT COMPANY

250 Ontario Street, CHICAGO



A Stock of "Plymouth" In Your Store—

Means a great deal more for your business than the profit on rope sales. PLYMOUTH Manila rope *attracts* trade and sells itself—together with the many other lines that sympathize.

"My customers drive twenty miles to get the ship trade-marked rope," a dealer writes us. "If they come for a hay-rope, they buy pulleys as well—if they want a well-rope, they also want a bucket. But it's *the rope* that *brings them*."

PLYMOUTH ROPE

"The Rope You Can Trust"

is not merely "one of the ropes" but is, instead, *the one best rope*; a high-grade specialty, offering more strength to stand strain, more length to the pound, and more durability than any other rope on the market. PLYMOUTH rope draws trade that might go elsewhere.

The heaviest demand is always for *best quality*. Many dealers have learned the wisdom of handling PLYMOUTH alone. If you have not, tell your jobber to send a few coils for you to put in stock as a test.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO
ST. JOHN

MONTREAL
WINNIPEG

HALIFAX
VANCOUVER



Est^d
1809

EVERED

&C^o
L^{td}

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:

27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of
Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire
Mattresses.

Brass and Copper and Brass Cased
Tubes.

Rolled Brass and Copper.

Switch Gear.

CANADIAN TRAVELLING REPRESENTATIVE:

Geo. H. Saywell

-

Saskatoon

LOCAL REPRESENTATIVES:

H. A. WHITEHEAD, 86 WELLINGTON ST. WEST, TORONTO

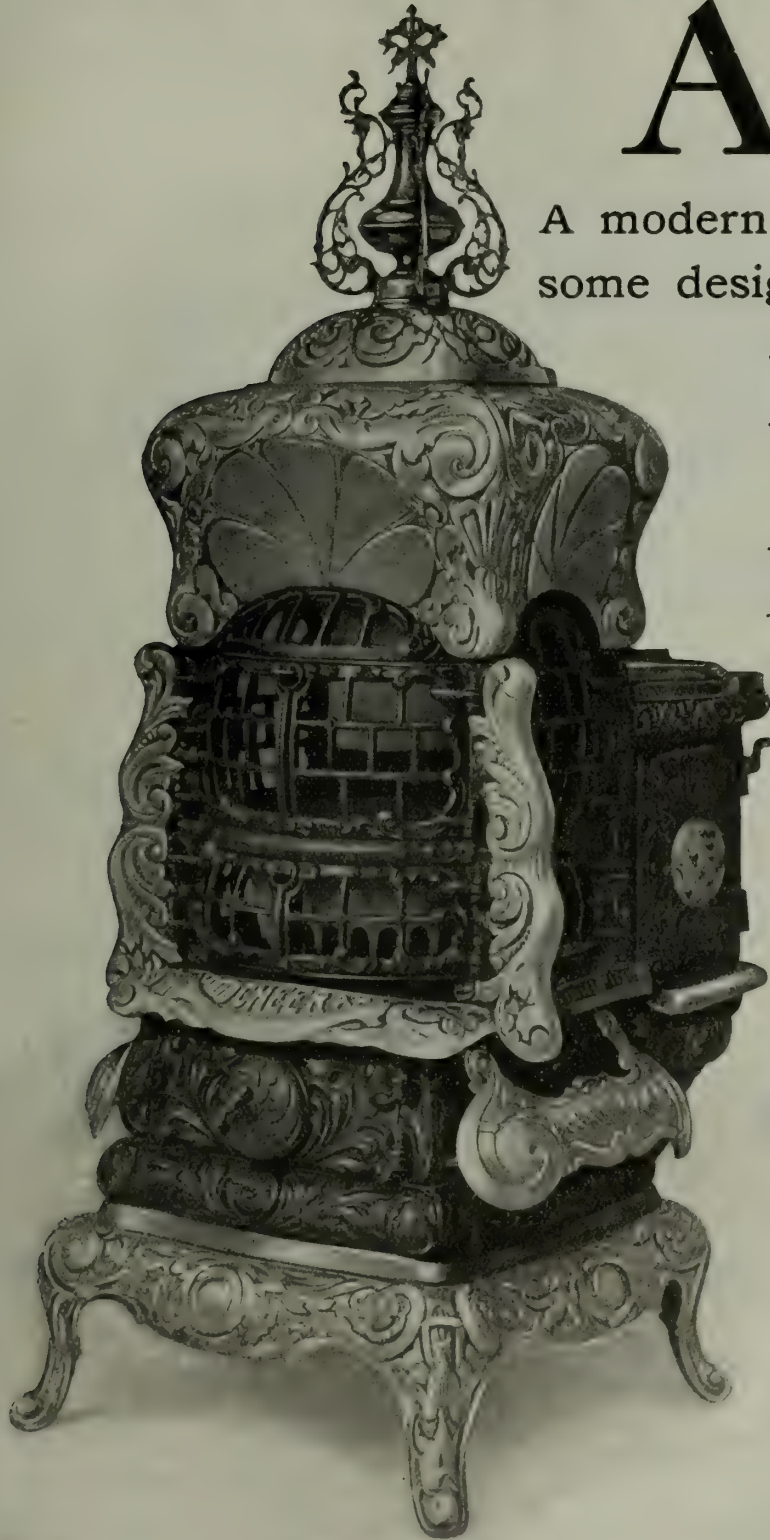
THOS. CARLYLE, 177 WATER ST.,

WINNIPEG

ASK OUR SALESMEN TO WAIT UPON YOU.

HARDWARE AND METAL

The "GOOD CHEER" ART



A modern Baseburner of handsome design with a record for

**Efficiency
and
Durability**

Made in two sizes:
13 and 14 inch fire-
pots; two sizes
square, two sizes
with oven.

**Can promise
prompt
shipment
at present**

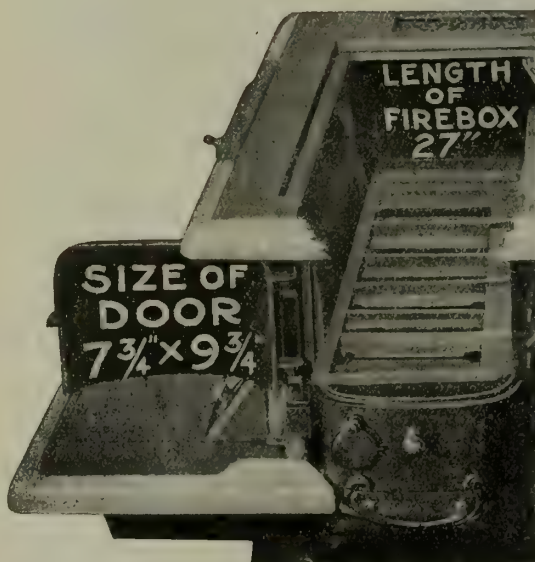
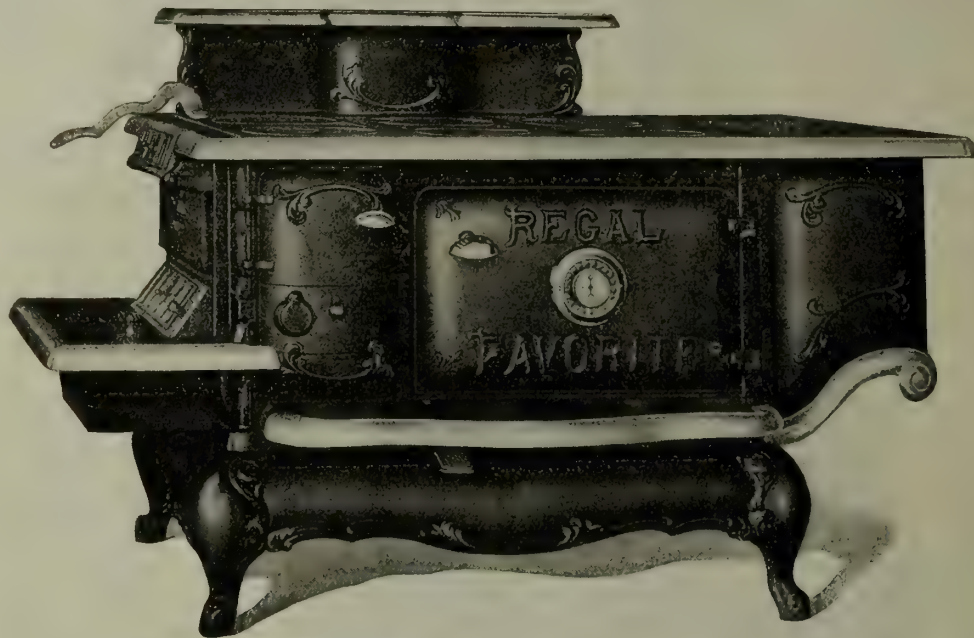
Will wire you if
any delay in ship-
ping your order.

The James Stewart Manufacturing Co., Limited
WOODSTOCK, - ONTARIO

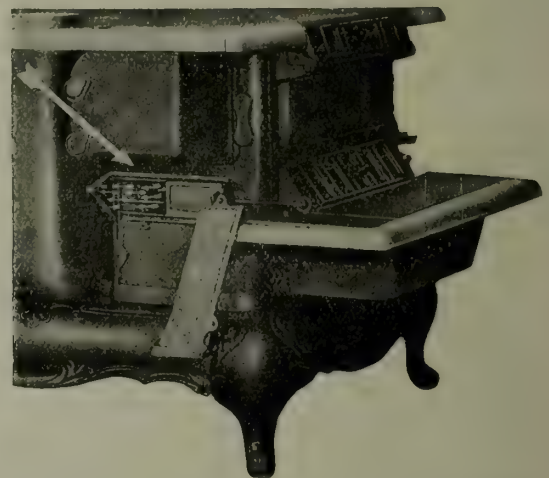
WESTERN BRANCH—156 LOMBARD ST., WINNIPEG, MAN.

ARE you not repeatedly asked by your farmer customers for a High Class Coal and Wood Cast Range with a large and roomy oven and top cooking surface, and a long and roomy firebox for wood?

THE REGAL FAVORITE is specially built to meet the demands for a Range of this kind. Place one of these Ranges on your floor and corral the Rural Trade of your district.



Note the length of firebox for wood and the large firebox end door. The firebox for Coal is correctly proportioned and will retain a continuous coal fire day and night.



The combined Draft Check and Dust Flue, as shown above, is a patented and exclusive feature found only in **THE REGAL FAVORITE**.

The principle of this Check and Dust Flue has been successfully used in Base Burners for years and is now applied for the first time to a range.

IF YOU HAVE NOT RECEIVED OUR NEW CATALOGUE, A POSTAL CARD WILL BRING IT

FINDLAY BROS. CO., LIMITED
CARLETON PLACE, ONT.

BRANCH HOUSE,

- 260 Princess Street, -

WINNIPEG

SPOONS
FORKS AND
OTHER PIECES
STAMPED

1847 ROGERS BROS.



X S
TRIPLE

ARE THE
ORIGINAL
AND GENUINE
"ROGERS" GOODS



"SILVER
PLATE
THAT
WEARS

ACTUAL
SIZE
TEA
SPOONS

DESIGNS IN
"1847 ROGERS BROS."

brand are the equal of the best sterling silver, in pattern, finish and general excellence of making—the result of over sixty years' experience, combined with the determination to produce the best at whatever cost. The "silvery" effect, so pleasing to the eye and so often lacking, is exemplified in these designs in all its beauty.

Every piece of "1847 Rogers Bros." ware has back of it an absolute guarantee.

STAPLE SPOONS AND FORKS. PRICES PER DOZEN

Fancy Patterns		Tipped and Shell		Fancy Patterns		Tipped and Shell	
X S TRIPLE	X S QUINTUPLE	X S TRIPLE	X S QUINTUPLE	X S TRIPLE	X S QUINTUPLE	X S TRIPLE	X S QUINTUPLE
Tea Spoons.....	\$4.75	\$6.50	\$4.25	\$6.00	Soup Spoons....	\$9.50	\$13.00
Dessert Spoons...	8.50	11.00	7.50	10.00	Dessert Forks...	8.50	11.00
Table Spoons....	9.50	13.00	8.50	12.00	Medium Forks..	9.50	13.00
						8.50	12.00

It is Reputation that Sells Silverware

1847 ROGERS BROS. is the most widely known brand of silver plate.
It has the confidence of the public.

It is the standard to which other silverware is compared.

Sixty-three years' experience in manufacturing and a half century of continuous advertising have established a reputation for quality unapproached by any other brand.

1847 ROGERS BROS. has always been heavily advertised—the trademark has been a household word through three generations.

Following the usual policy of creating sales for the dealer, this season's advertising will be on a more liberal scale than ever, and it will be unusual in appearance and interest.

The 1847 Girl

is a national figure in advertising, and wherever seen instantly associated with **1847 ROGERS BROS.** silverware. She will be seen in colors in the *Ladies' Home Journal*, *Woman's Home Companion*, *Delineator*, *Designer*, *New Idea Magazine*, *Pictorial Review*, *Christian Herald*, and in black and white in a long list of other magazines of national circulation.

Will these advertisements make sales for you?

They will, if you carry the **1847 ROGERS BROS.** line.

Your Jobber Can Supply You

with a full line in any of the patterns that you may select.

If you are not carrying the **1847 ROGERS BROS.** line, or if your stock needs replenishing, send your orders to your jobber now and

**Let Your Customers Know that You Sell the Most Popular
Brand of Silver Plate.**

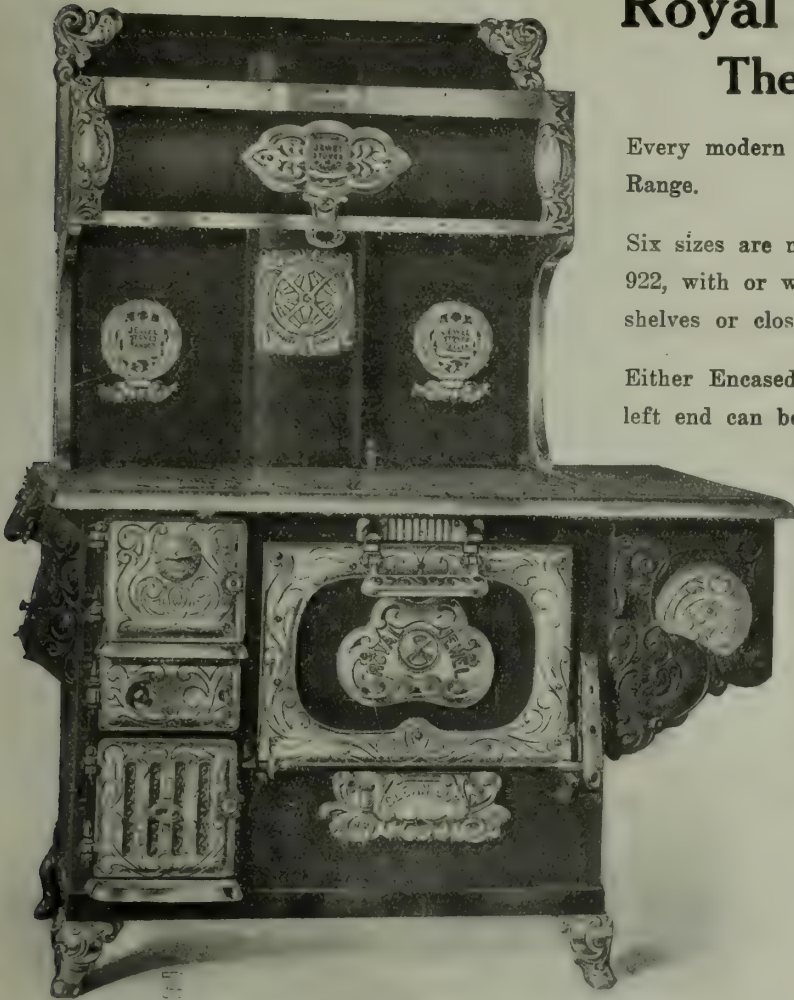
MERIDEN BRITANNIA CO.

HAMILTON

CANADA

Jewel Stoves and Ranges

Royal Jewel Steel Range The Range of Quality.



STYLE R.F.

Every modern improvement is embodied in the Royal Jewel Range.

Six sizes are made, namely: Nos. 816, 916, 818, 918, 920 and 922, with or without Reservoir, and with any equipment of shelves or closets required.

Either Encased Reservoir (as cut) or Contact Reservoir on left end can be supplied.

The great variety of sizes and styles enables the dealer to satisfy all demands.

The Royal Jewel is very attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel Steel Range your leader and you are sure of the best stove trade in your locality

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers; such as Electric Jewel, Arctic Jewel, Gypsy Jewel.

We also make a great variety of Cast Iron Ranges and Cooking Stoves, including the Dominion Jewel Range, Sterling Jewel Range, Grand Jewel Range, Home Jewel and many others. The Grand Jewel Wood Cook Stove is known and appreciated wherever wood can be secured for fuel.

We make many different kinds of Heating Stoves to suit all sections of the country, including our Ideal Jewel and Modern Jewel Base Burners, Grand Jewels, Jewel Oaks, Fire Kings, Jewel Triple Heaters, etc.

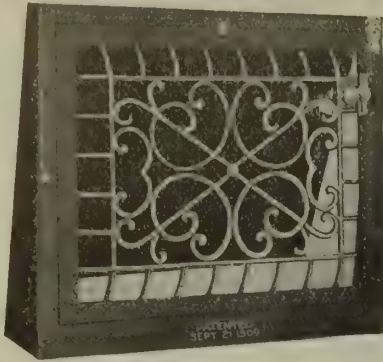


The Burrow, Stewart & Milne Co., Ltd.

Head Office and Factory at HAMILTON

Offices also at Montreal, Toronto and Winnipeg.

Western Customers please write for information and send orders to our Winnipeg Branch, No. 130 James Avenue.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



The Hardwareman who is looking for a line on which to build his trade cannot make a mistake by stocking and boosting

Banner Stoves and Ranges

The ART BANNER cannot be excelled for its splendid design and equipment. It is an entirely new range of the loose earth pattern and when quality and price are considered, it is the best ever offered to the trade.

SPECIAL FEATURES

FLUES. Of a depth that insure quick operation.

OVEN. Large, square and well ventilated.

FIRE BOX. Large in size and well-proportioned.

GRATES. Duplex, for coal, of our latest improved design.

WOOD FIXTURES. This range is provided with a heavy, durable basket wood grate which is unequalled for wood burning requirements, and will take 24-inch wood.

NICKEL BANDS. Are all removable and of our most approved form.

Write for full information about this range, because we have the best proposition to offer in the stove line.

The Down Draft Furnace Company Limited

GALT, : : : : : ONTARIO, CANADA



The "Fairy Queen"

Burns Coal or Wood

This is a very satisfactory heater, made in six sizes.

It has a large fire door and is fitted with ash chute. Rods are on the outside, insuring durability.

Full nickelled, making it an attractive and cheerful parlor stove.

The Fairy Queen is a modern stove at a low price.

"Famous" Garbage Pails



A Household Necessity

Entire pail dipped in galvanizing tank, so every seam closed tight. No raw iron showing—so will not rust out.

Supplied with slipover covers. Packed in nests of four.

Strong Safe Secure

McClary's

London

Toronto

Montreal

Winnipeg

Vancouver

St. John

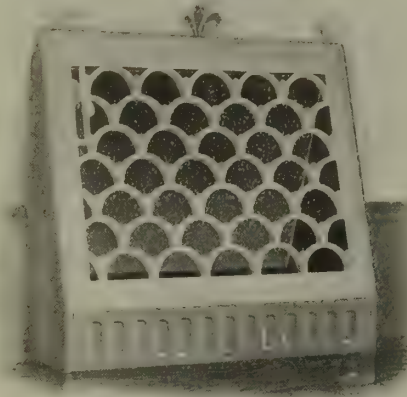
Hamilton

Calgary

Saskatoon

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14 in. supply pipe.
Write for prices.

Canadian Ferrosteel Co., Limited
BRIDGEBURG, ONTARIO

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

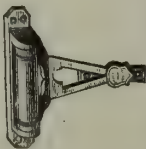
Original Patentees and Manufacturers of
**CARTLAND'S PATENT HELICAL, CLIMAX
AND RELIABLE DOOR SPRINGS**

DOUBLE ACTION



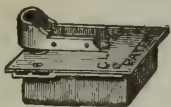
5753 IRON	
3 in.....	4/3
4 ".....	6/-
5 ".....	8/6

5754 BRASS	
3 in.....	6/9
4 ".....	10/-
5 ".....	14/-
per pair.	

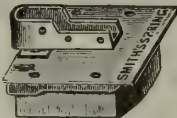


5355 IRON	
4 in.....	23/6
5 ".....	32/-
6 ".....	40/-

5356 BRASS	
4 in.....	40/-
5 ".....	53/-
6 ".....	65/-
per dozen.	



2401
With 2 in.
Shoe.
18/- each



2860
With 2 in.
Shoe.
20/- each

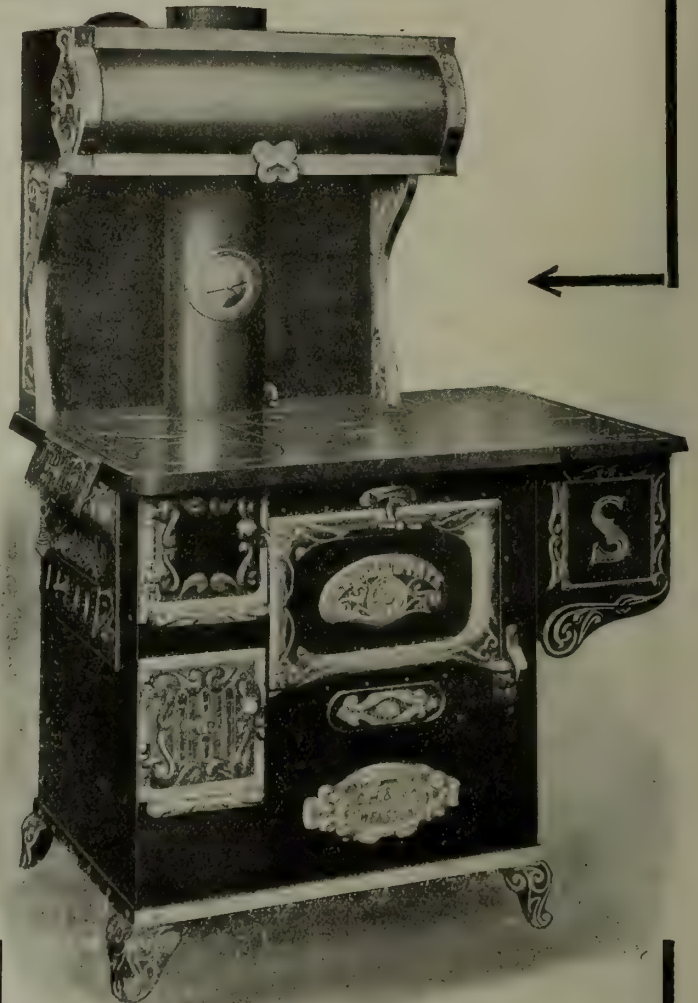
Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

The Empire State Steel Range



A Very Attractive Range At a Moderate Price

Made with a 16-in. oven, has four 9-in. Covers. N.P. Oven Door Frame, Name-Plate, Ash Guards and front two Legs. Large Fire-Box for Coal, Duplex Grates. Made in Square, Reservoir and High Closet.

WRITE FOR PRICES AND DISCOUNTS

**The Canadian Heating & Ventilating
Company, Limited**

Owen Sound, Ontario

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

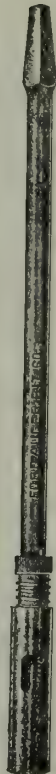
WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

If You sell one FORD BIT EXTENSION You'll sell more



We say this with utmost confidence, and we unhesitatingly make this statement because we know just why you will sell more if you will but show a man the Ford's qualities.

The FORD'S Bit Extension is new; is remarkably simple in construction; embodies all the best points of other makes; has several exclusive features; and is entirely devoid of any of the clumsy, awkward features that have made former extensions so unsatisfactory.

Simplicity is the Keynote

throughout the FORD'S construction. It is easy to adjust, easy to work, and cannot get out of order as there are no breakable parts. This latter feature gives the extension exceptional strength as well.

Electricians who are now using it gives their highest endorsement and say it is unquestionably the most practical ever produced.

If you are the first in your territory to introduce Ford's New Bit Extension you will surely gain new customers who will be steady, satisfied buyers.

Will you write us for new circulars describing in detail this latest FORD Triumph?

Ford Auger Bit Co.
HOLYOKE, MASS.

Not an Apology But a Regret

To our many dealers who have experienced delay in shipments we express sincere regret. This difficulty was however through no fault of ours but was rather an unprecedented compliment to the quality of

PEASE FURNACES

We added to our plant and manufactured a large stock in advance of orders anticipating a considerable increase in trade—but never dreaming of such an avalanche of orders as we received. October was the record month in the whole history of our business, but November will set another mark.

We urge dealers next year to order early—educate your customers to the many advantages of doing so.

PEASE FOUNDRY COMPANY
—LIMITED—

Toronto

Ontario

213

The "Hardware" Clearing House

The "Want Ad" page of Hardware and Metal is a Clearing House where buyer and seller meet each week. Here the man who wants an opportunity finds the man who has one to offer.

The "want ad" is sometimes despised because it looks small, but remember it will carry your message within four days to practically every hardware merchant, stove and tinware dealer from Halifax to Vancouver. It introduces men whose interests are mutual and facilitates an arrangement satisfactory to all concerned. Rates 2c per word for first insertion, 1c per word for subsequent insertion, and five cents for box number.

Send cash with advertisements

Hardware and Metal

Montreal

Toronto

Winnipeg

THE TYPEWRITER and THE PRICE

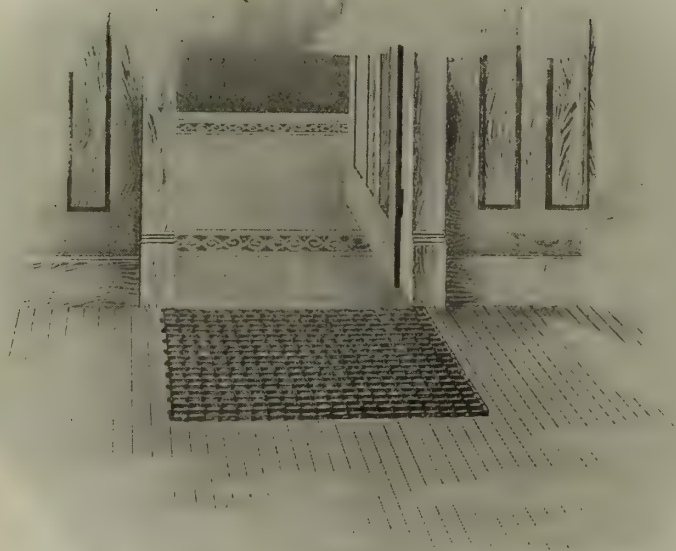
If you could buy a typewriter for \$25.00 that was originally sold for \$125.00, and you were convinced it would give you years of excellent service, you would think it a bargain, wouldn't you?

And you would be right.

If you will write us for details, we will give you full information about just such bargains.

The MONARCH TYPEWRITER COMPANY, Limited

46 Adelaide Street West, Toronto



Premier Flexible Steel Mat

is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 feet to 100 feet. Special mats made to order on short notice.

The Schultz Manufacturing Company, Limited
HAMILTON, CANADA

Toronto Agent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.



DAVIDSON'S "Improved Beaver" Heaters

Made in three sizes, No's 3, 4, 5.

This stove has all the well-known qualities of this class of heater, but it is improved by the addition of grate and ash-pan---which entirely does away with the dust nuisance.

The grate is shaken without opening ash-pan door---thus ensuring cleanliness, as neither dirt, soot nor ashes can escape to cover wall, ceilings and furniture.

Guaranteed to give good service with the least possible consumption of fuel.

Write for Booklet—Our Prices are Reasonable

The Thos. Davidson Mfg. Co.,
LIMITED

MONTREAL, TORONTO and WINNIPEG



Asbestos Furnace Cement and Oil Stove Putty

are just what the hardwareman needs when repairing broken joints, etc.

Their heat-resisting qualities are greater than those of the iron to which they adhere—the hotter the fire the more perfect the joint. These products are manufactured on purely scientific principles and we guarantee satisfaction or money refunded.

Send us a trial order or let us mail you testimonials.

G. F. STERNE & SONS, BRANTFORD,
ONTARIO



Attractive, Convenient, Durable, Reasonable in Price.

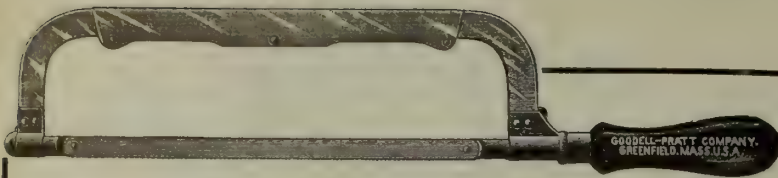
Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving

and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



HACK SAW FRAMES

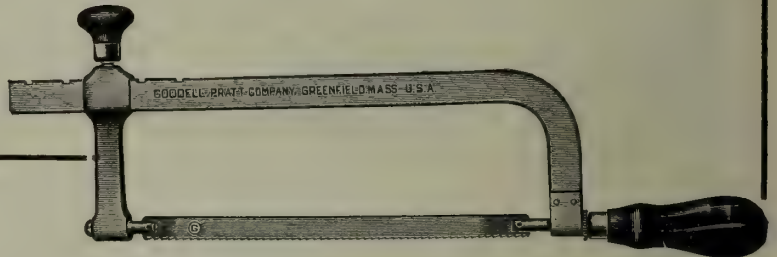
We are offering a strictly high grade line of Hack Saw Frames in 33 styles and sizes, from which assortment the needs of every user can be supplied. Our catalog gives complete descriptions, and our prices to dealers are interesting.

Better Get Our Proposition

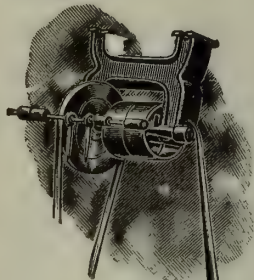
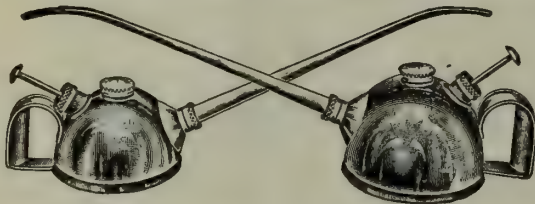
GOODELL-PRATT COMPANY

Toolsmiths

**GREENFIELD, MASS.
U.S.A.**



Howland's Pump Oilers



For sale by
all Jobbers
in Canada.

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

**MORE AND MORE FREQUENTLY CANADA CEMENT IS
BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS
AND ARCHITECTS KEEP THESE FACTS IN MIND.**

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw, Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.; Belleville, Ont.; Marlbank, Ont.; Lakefield, Ont.; Hull, Que.; and Montreal, Que., gives us ample shipping facilities to ensure prompt delivery.

PRICE.

Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

CONCRETE BLOCK MACHINERY.

By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.

MONTREAL

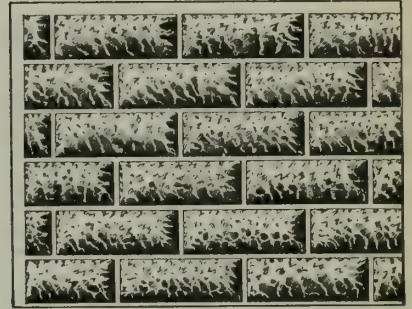
TORONTO

WINNIPEG

CALGARY



METALLIC SIDINGS



ROCK-FACED BRICK PATTERN

That are PROPERLY MADE FROM FIRST-CLASS STOCK are a source of QUICK, CLEAN PROFIT to the Hardwareman.

Our sidings are stamped sharp and clear from first quality stock and are dead square on the edges, ensuring easy, accurate fitting together.

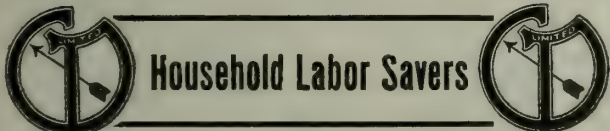
There is big business for the hardware and tinsmith trade in the Metallic Siding line

LET US OUTFIT YOU WITH OUR CATALOGUE, SAMPLES AND PRICE LIST.

THE METALLIC ROOFING CO. OF CANADA, LIMITED
TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(C48)

YOUR TRADE WANTS



Household Labor Savers

Power Washers
NOW CENTURY, VELOX and IDEAL

Hand Washers
NEW CENTURY, NOISELESS, SNOWBALL,
FLYER and SUNLIGHT

← **ARROW BRAND** → CLOTHES WRINGERS
LEADER BARREL CHURNS and ROTARY
LAWN DRYERS

Prompt delivery is one of the many advantages of selecting your stock from our line. QUALITY, VARIETY and POPULARITY are among the others.

We have also explained their merits to housekeepers all over the country. They know the special features that distinguish them, and want no other.

Give your customers the opportunity to buy our machines. It will result in the addition of many figures to your sales totals.

GUMMER-DOWSWELL, LIMITED
HAMILTON, ONT.

Perfection Steel ANKLE SUPPORT

is made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply cannot bend sideways. Display it in your window or give it a demonstration and it will quickly sell itself.

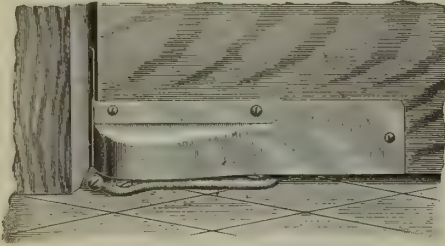
Write for
catalog
and prices



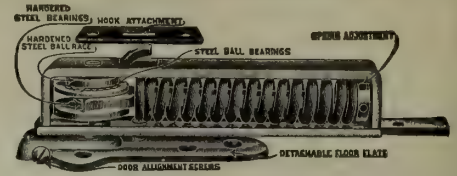
The Owen Sound Steel Press Works, Owen Sound Ontario

ASK US WHY

If you want to know more about "STANDARD"
DOUBLE ACTING
SPRING FLOOR



HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

Corrugated Iron, Straight or Curved

Every sheet stamped absolutely uniform and straight

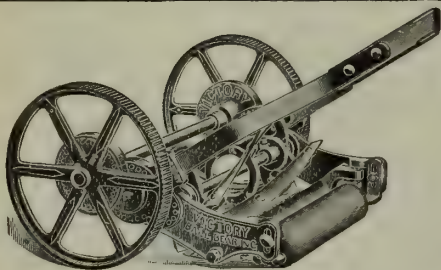
Eavetroughs, Conductor Pipe, Elbows, Valleys, Ridge Roll, Skylights, Ventilators, etc.

WHEELER & BAIN

THE QUICK SHIPPERS

TORONTO

CANADA

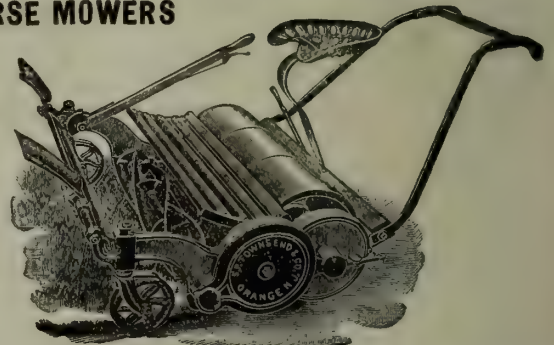


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog
S. P. Townsend & Co.
ORANGE, N. J.



Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices, also full particulars.



J. H. CONNOR & SONS, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

Longest Life---Lowest in Cost in the Long-Run

This is not merely a statement, but a fact that we guarantee wherever

COLUMBIA BATTERIES

are used. They are made of tested material and only skilled men and highly specialized machinery put the ingredients together.

COLUMBIA is a light drain cell for all forms of intermittent work—telephones, bells, signals, telegraph outfits, and numerous other things.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition—automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

When once used, these will be always used. For sale by all dealers.

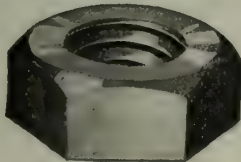
ADDRESS

H.M.—11

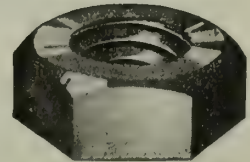
CANADIAN NATIONAL CARBON CO., Limited

99 Paton Road, TORONTO, ONT.

NOTE—Our new factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity



NUTS



WE carry a complete stock of S.A.E. (formerly A.L.A.M.) Standard, Plain or Castellated Nuts, soft or casehardened. Also U.S. Standard semi-finished Castellated Nuts and Hexagon Brass Nuts, single or double chamfered.

ACME Nuts meet the most exacting requirements of finish and accuracy for all kinds of machinery, from the most delicate to the heavy. They have smooth edges, clean cut off, and are accurately tapped.

A catalog upon request and prompt quotations on receipt of your samples or specifications.

The National-Acme Manufacturing Co., Montreal, St. Elizabeth & G.T.R.

FACTORIES: CLEVELAND, MONTREAL

WAREHOUSES: NEW YORK, CHICAGO

CLEVELAND, 7500 Stanton Ave.; NEW YORK, 77 White St.; BOSTON, 141 Milk St.; CHICAGO, 549 Washington Blvd.; DETROIT, 1222 Majestic Bldg.; ATLANTA, 3rd National Bank Building.

"A BUSINESS GETTER"

Princess Carts Fit for the Child of a King. Carts on which we use our New Automobile Top, which will clinch a sale for you nine times out of ten, and will do away with the competition which you are no doubt having. Let us ship you a sample order.

IMMEDIATE SHIPMENTS.

GODERICH WHEEL RIGS LTD., GODERICH, CAN.



Get the Local agency for "Safelock" Wire Fence



You will find "Safelock" the best selling line of fence you ever handled, because you can prove by actual demonstration that it really is the strongest fence made.

Look at this little cut—note how the stay wires interlock where they wrap the strand wire. You simply cannot make a "Safelock" stay slip in any direction. And, as the strand wires are not kinked, at the lock, every wire retains its full strength.

Better write us to-day about getting an exclusive "Safelock" agency for your locality

The Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont.

Western Agents: The Brandon Safelock Fence Co., Brandon, Man.



Best Files for Every Purpose

are Nicholson-Made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-Made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. in Canada:—

"AMERICAN"

"ARCADE"

"GREAT WESTERN"

"GLOBE"

"EAGLE"

"McLELLAN"

"KEARNEY & FOOT"

"J. B. SMITH"

Live Hardwardmen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.



EVERY SPORTSMAN WANTS ONE



This 14-Candle Power Lamp projects a bright white light 150 feet on the darkest night and fills every lighting requirement for the Camper, Hunter, Angler and Trapper. The

BALDWIN CAMP LAMP

EVERY LAMP
GUARANTEED

weighs only 6 ounces—ready for use—4 inches high. Can be worn on cap or belt, leaving both hands free with rod, gun or knife.

OUR SEVEN MONTHS' ADVERTISING CAMPAIGN

from April to September inclusive for the past two years has put the Baldwin Camp Lamp before more than SIX MILLION READERS of the country's sixteen leading Sporting Goods Magazines.

WRITE FOR OUR 1912 SPECIAL SELLING PROPOSITION

WRITE
TO-DAY

Every Sporting Goods and Hardware Dealer should know all about this Easy Selling Staple. Over 200,000 sold last year. What part of this profit did you get?

JOHN SIMMONS CO., 25 FRANKLIN STREET, 311 BOARD OF TRADE BLDG., NEW YORK CITY MONTREAL, CANADA



Salem



Kingston



Morrow



Turenne



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH

ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

Hark! Mr. Dealer!

Here's your chance for a brisk, profitable trade. Such trade comes easily to the dealer handling

Acorn Corrugated Galvanized Sheets



which are made of metal so galvanized that it readily passes the severe tests that British Government requires of such building materials. These Sheets are highest quality, yet cost no more than ordinary, uncertain kinds. And you can **DEPEND** on Acorn Corrugated Sheets, for they are

ACCURATELY MADE

Our powerful machines stamp each corrugation separately and make them absolutely accurate. Therefore, they fit together perfectly and are easily erected. For moderate-priced constructions, repairing old buildings, etc., they are unequalled in value. Build a reputation by selling Acorn Quality Sheets. Thus you get a grip on the trade you want. Large stocks always ready for shipment. Get full particulars.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

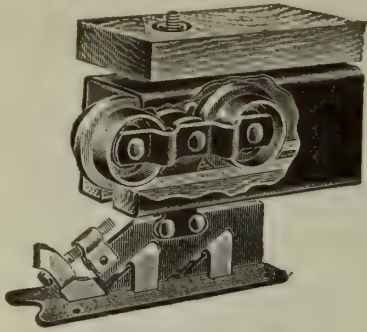


The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co., Limited
AYLMER, : : ONTARIO

WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY



Richards Royal

House Door Hanger is recognized by dealers as the leader in house door hanger construction.

Live dealers sell RICHARDS ROYAL for the satisfaction and profits it brings.

Are you getting this profit?

Richards-Wilcox



MANUFACTURING CO.
AURORA, ILL. U.S.A.

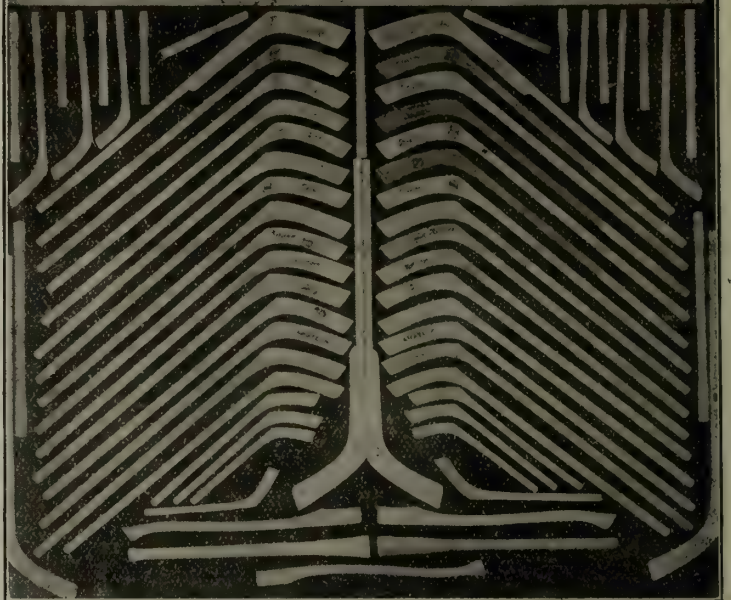


Door Hangers and Hardware Specialists

REASONS WHY

you should handle the "St. Mary's" Special Hockey Sticks

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS
HANDLES FOR AXES, PICKS,
HAMMERS, MINERS ETC



We use only the best Rock Elm obtainable. Finish unexcelled. Extra care is taken in Branding. Makes our sticks attractive. They Look Well, Sell Well, Last Well, and are used by all the Crack Canadian and American Expert players.

Place your order at once.

Factory and Head Office, - - ST. MARYS, ONT.

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

has become an indispensable convenience wherever installed.

Toronto public schools, Simpson's Eaton's, etc., use this device exclusively and are enthusiastic over its service.

The door on which this device is used cannot slam, as the oil in the spring cup of the check forms a cushion that keeps the door under perfect control and allows it to close quietly.

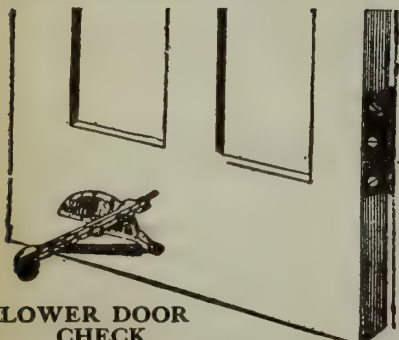
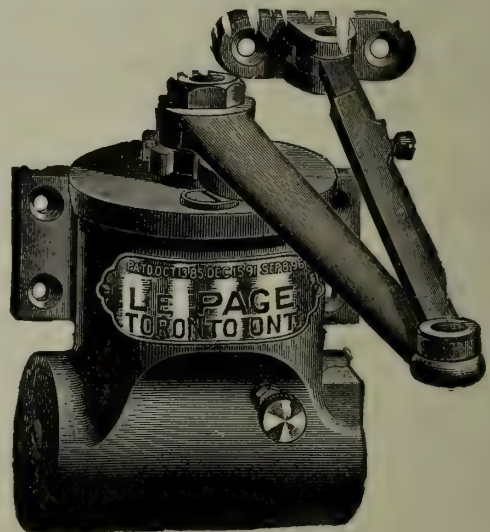
This door check is the only one made without packing in its working parts, which assures absolute freedom from packing friction. A trial will convince you of its superior qualities. Write us at once.

Every "LE PAGE" Door Check is guaranteed.

WM. KEATING

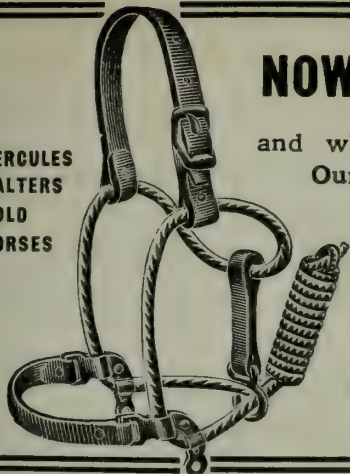
266 MACDONALD AVE.

TORONTO



LOWER DOOR
CHECK

HERCULES
ALTERS
OLD
HORSES



NOW IS THE TIME TO STOCK HALTERS

and when doing so you must get strong ones, at a reasonable price. Our halters are made from harness leather and pure manilla rope, and are as strong as many high-priced ones, yet sell for less than a dollar.

We have a great number of styles to select from, each and every one will bring the dealer good profit.

If interested, write us at once.

G. L. GRIFFITH & SON, Melbourne, Ont.



lose your grip with a **COCHRAN PIPE WRENCH**. A job of pipe-fitting where this tool is used is an unqualified success.

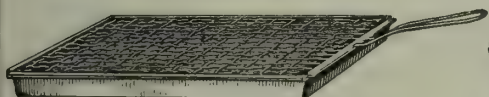
Don't Lose Your Grip

Occasionally we hear it said of a man whose success is not marked, "So-and-so seems to be losing his grip." You can't

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa

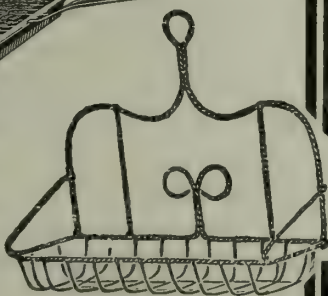
We Have KITCHENWARE That Will Meet the Requirements of Every HOUSEWIFE



The hardwareman who handles our kitchenware will get the best returns for money invested.

It is a line of unusual quality—a line that never fails to satisfy the most critical of buyers.

Our goods are attractively designed and well finished. Write for catalog and price list.



Andrews Wire Works of Canada, Ltd.
Watford, Ont. Rockford, Ill.

ED. BRAND

Specialist in the Wire Trade for 15 years.

472 Moss Lane East
MANCHESTER, ENG.

Plants working in all parts of the world giving complete satisfaction.

Cable Address:
"Filieres Manchester"
Code Used
A.B.C.
5th Edition

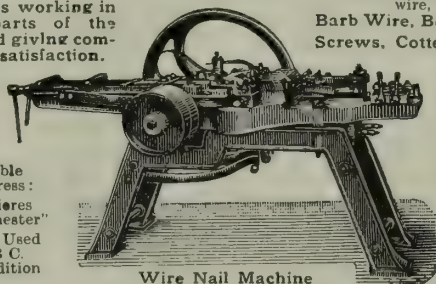
Machinery for

Wire Drawing Wire Netting
Wire Cutting Wire Weaving
Wire Testing

AUTOMATIC MACHINES

For making all kinds of articles from wire, such as:

Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats, Electric Welded Chains, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, Etc., Etc., Etc.



Wire Nail Machine

ARE

YOU

ALIVE

To the possibilities which a Want Ad. in Hardware and Metal holds for you? Do you know that for a few cents you can gain the attention of every hardware retailer, wholesaler, manufacturer and clerk in Canada?

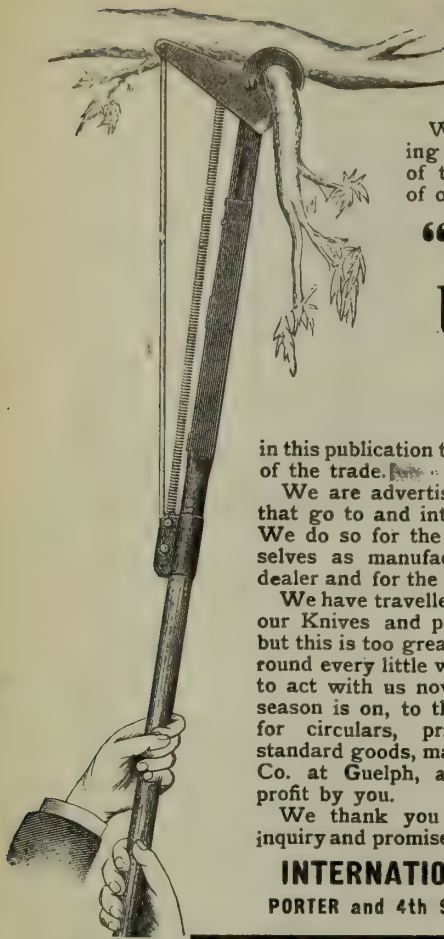
RATES: payable in advance.

2c. per word first insertion.

1c. per word subsequent insertions.

5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

**Mr. Dealer:**

We have been illustrating and mentioning a few of the superior qualities of our

"Kansas" Pruning Knives

(Improved)

in this publication to attract the attention of the trade.

We are advertising in other Journals that go to and interest Fruit Growers. We do so for the good of all, for ourselves as manufacturers, for you as a dealer and for the farmer as a user.

We have travellers out to demonstrate our Knives and prove their true value, but this is too great a world for us to go round every little while, so we want you to act with us now while the pruning season is on, to the extent of writing for circulars, prices and terms on standard goods, made by Taylor-Forbes Co. at Guelph, and sold at a good profit by you.

We thank you in advance for the inquiry and promise to treat you decently.

INTERNATIONAL TOOL CO.

PORTER and 4th STS., DETROIT, MICH.

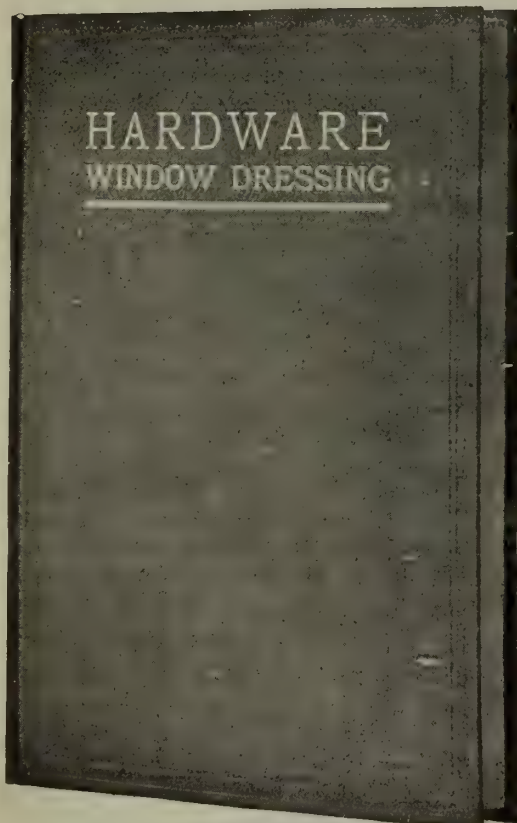
Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."



You May Become a Practical Window Dresser For \$2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages

8x11 Inches

300 Illustrations

Price \$2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

Do Your Customers Come Back ?

Not with complaints and defective goods to be replaced, but because they know they will get the **BEST AT YOUR STORE?**

To handle **reliable** and **first-class** goods should be the aim of every wide-awake dealer.

Our lanterns will stand every test that can be applied as to quality, burning properties and general finish.

WRITE FOR LANTERN CATALOG.

Winnipeg Distributing Agents—
Merrick-Anderson Co. Winnipeg, Man.

Vancouver Distributing Agents—
Macpherson & Teetzel, Vancouver, B.C.

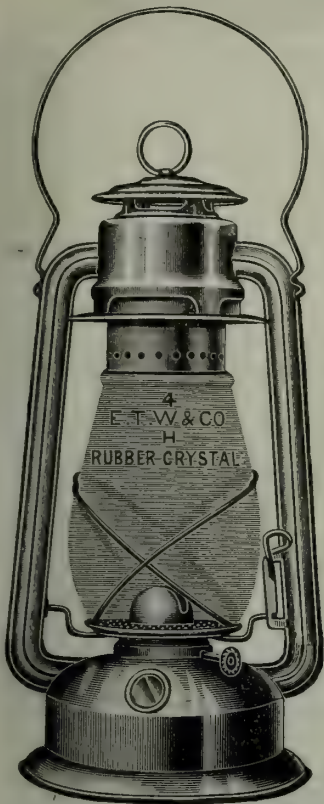
Toronto Agent—F. B. Wilson,
33 Maitland Street, Toronto, Ontario

Winnipeg Agents—
W. Reynolds & Co., Winnipeg, Man.

E. T. WRIGHT & CO.,

(H. G. WRIGHT)

Hamilton, Canada



THE BURMAN HORSE CLIPPERS

**THIS IS OUR FORTIETH SEASON
1871 to 1911**

FOR 40 YEARS BURMAN'S CLIPPERS HAVE
STOOD THE TEST AND ARE NOW
ACKNOWLEDGED TO BE THE
BEST OBTAINABLE.

HAND CLIPPERS IN 30 DIFFERENT
PATTERNS.

POWER CLIPPERS OF ALL KINDS.

BURMAN CLIPPERS ARE BRITISH
THROUGHOUT.

SEND FOR CATALOG TO-DAY.



B. & S. H. THOMPSON & CO., Limited, : MONTREAL

SOLE AGENTS FOR CANADA

FOR BIG GAME
SHOOT
DOMINION
GUARANTEED
AMMUNITION

You may pay more, but you cannot buy better quality. Imported cartridges cost you more, as the duty is added.

Why pay duty when you can buy cartridges in Canada that are absolutely guaranteed and recommended by all experienced sportsmen, guides and trappers?

A trial will prove the unexcelled qualities of new Dominion Cartridges.

ACCURACY

DEPENDABILITY

KILLING POWER

In manufacturing ammunition we use the best in material, up-to-date machinery, and skilled labor. All Metallic Ammunition is rigidly inspected and gauged after each operation, and finally tested for accuracy, velocity and penetration.

Loaded with the world's standard brands of black and smokeless powder, they work perfectly in all standard makes of firearms.

The saving in duty allows you 20% more practice without increasing the cost of shooting; increases your proficiency with the rifle 20%, making possible higher scores on the rifle range, and increased chances for a successful hunting trip.



INSIST ON THIS TRADE MARK



Dominion Cartridge Co., Limited

MONTREAL

CANADA

**Henry Rogers, Sons
& Co., Limited**

(Established over a Century)

Wolverhampton

-

-

Sheffield

H.R.S.&C^o
TRADE MARK



EVERYTHING IN METALS

Galvanized and Black Sheets, Canada and Tin Plates, Copper, Tin, Lead, Spelter, etc.

Heavy and Shelf Hardware

Chain, Anchors, Wire of every description, Hollow-ware, Poultry Netting, etc.

CANADIAN BRANCH

6 St. Sacrament St.,

-

Montreal

Window Trims an Essential Holiday Feature

They Form an Important Part of the Christmas Campaign—Some Good Displays Shown Last Year in Canadian Stores—Start in Early—How Often Should Windows be Changed?

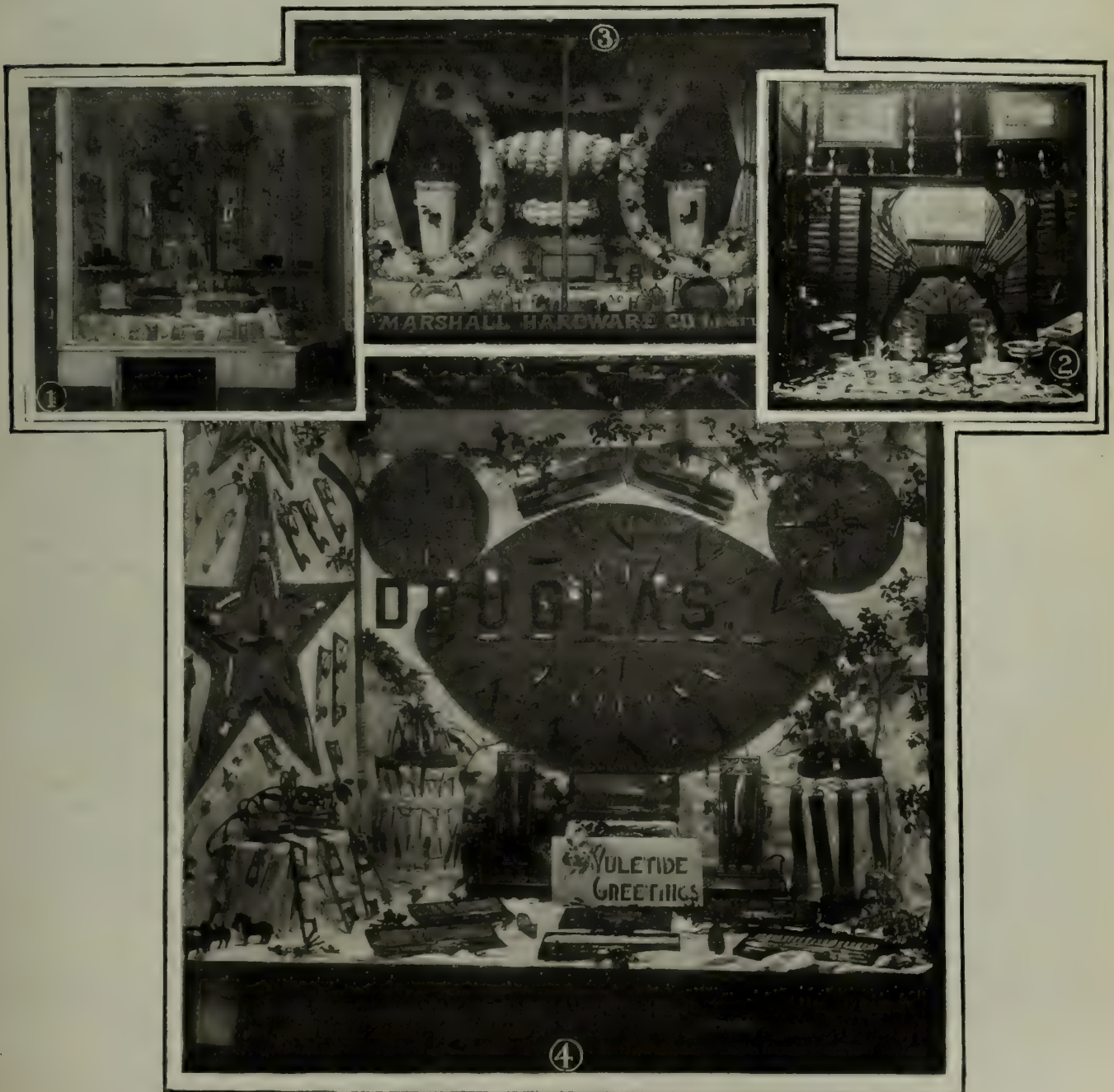
It is not necessary to enlarge on the fact that the store window is one of the most essential features of the Christmas campaign. Always a potent factor, the window gains doubly in drawing power during the four weeks or so which comprise the holiday shopping time. People make trips for the express purpose of "looking around" and the store window is inspected first. If it attracts, they enter; if it lacks in attraction they pass on to the next. A store which failed

to draw attention through its window displays would be fatally handicapped.

There was a time, and not so many years ago either, that the hardware store was not regarded as a likely place to go for Christmas purchases. As a result, the average hardwareman made little or no effort to render his store and his windows "Christmasy" and attractive. Perhaps it was the other way around. People, possibly, did not go to the hardware store because the

hardware store made no special effort to receive them. But, whichever was cause and which effect, the fact remained that people did not go.

Nowadays this has all been changed. The hardware store gets a goodly share of the trade and is coming to take on just as festive and attractive a holiday appearance as the grocery, dry goods or jewelry store. Concomitant with this change for the better, has come as complete an improvement in the methods of



dressing hardware windows through the holiday shopping season.

A group of effective "trims" are shown in the accompanying illustration. All were shown last year in Canadian hardware store windows and, as an examination will strikingly demonstrate, they possessed in each case a rare degree of merit.

A Clever Trim.

No. 1 is a photograph of a very creditable display in a window of the Howell Hardware Co., Goderich. The photograph, unfortunately, does not do justice to the display by any means. It leaves the details more or less indistinct and does not give any conception of the completeness with which the trim was worked out. The entire background was covered with light colored material, so that every article showed up distinctly. In the corner a pyramidal formation had been placed, surmounted by an arch, on which 'spoons' were displayed. Among the articles shown were carvers, all variety of cutlery, silver tea pots, thermos bottles, razors, lamps, etc.

It is no exaggeration to say that this display evidenced fully as much care and attention to artistic detail as will be found in any other branch of trade.

Background Filled in.

No. 2 was shown in the store of MacGowan Bros. of Uxbridge. The display is chiefly noteworthy as a sample of what can be done in the way of overcoming obstacles with the exercise of energy and ingenuity. The window appears to be of the open-back variety. The lack of a background is one of the most serious obstacles against which a window dresser has to contend. In the present instance it has been overcome by erecting a temporary back of cloth material, trimmed with bands of darker color. This covering runs a little over half way to the ceiling and the space above is partially filled by strands of twisted tissue paper and two good-sized pictures. The articles shown cover a wide variety and the arrangement is quite attractive. The display is a creditable one in every respect.

Of Unique Quality.

In describing display No. 3 one word comes at once to mind—"unique." The trimmer has labored, and successfully too, to evolve a window display which would stand out from all others by reason of some quality, or qualities, all its own. To achieve this effect, Herbert S. Doan, with the Marshall Hardware Co., Medicine Hat, went to unusual lengths. The background was arranged at some expense and with great pains. The covering of each frame involved an incalculable amount of work. These frames

were suspended from the ceiling against a background of black. It is just a question if it is expedient to put so much time and work into a window display as was quite obviously given to this trim. Good effects can be obtained by simpler means. The display in question is, however, a clear evidence of the ambition, energy and perseverance of the man who designed and carried it out.

A neat arrangement of articles is shown in front but the value of the window is marred by the lack of price cards—a drawback which is also noticed in Nos. 2 and 4.

Typical Hardware Trim.

No. 4 is a typical window of the better kind seen in hardware stores. D. W. Douglas, of Campbellford, always has good window displays and this is one of his best. It will be noted that not only has a good general idea been evolved but that great care has been taken with every detail. The sides, back and top have been covered and used for the display of various articles.

Perhaps the strongest feature of this window is the fact that it has an appeal for all classes and all ages. Metal toys are shown for the little tots; skates, hockey sticks, pocket-knives for boys; razors and shaving outfits for men; cutlery of all kinds, scissors, electric irons for women. The one conspicuous fault is the total lack of price cards. Practice has demonstrated that the display of prices gives the window a double drawing force.

As to the Future.

Although great strides have been taken of late years in the matter of Christmas windows in hardware stores, there is still room for improvement. The future will see more attention paid to this department with a resultant gain in business. At present the average hardwareman does not have as large a Christmas business as he might under different circumstances.

Immediate attention should be given to the subject of Christmas trims for the coming season. Already store windows begin to take on a holiday appearance; a suggestion of Christmas is creeping in here and there. Starting about the first of the month, this tendency will develop rapidly and no store should start to put on a holiday front later than the second week of December. That date is the very latest advisable. Active shopping will commence then.

There is another good reason why an early start should be made in this department. It is highly important from the standpoint of the merchant that a certain percentage of the shopping should be done early. Nothing is more potent

to induce early buying than a display of seasonable goods in the store window. In fact, people do not begin to give serious thought to the problem of holiday shopping until the fact that the biggest day of the year is drawing near has been hammered into them by a sight of holiday windows on every hand.

A laudable ambition for every window trimmer is to take one of the prizes offered by Hardware and Metal this year for clever Christmas displays. It is anticipated that there will be a keen competition.

Changing Displays.

A subscriber writes in to ask, "how often a window should be changed before Christmas." The rules which hold good at other times of the year will not apply here. In view of the fact that more time and labor is involved in the preparation of Christmas windows, they cannot be changed as often as at other times. Two changes; three at the most, should do in all cases. It is a good rule to see that the last week before Christmas should be inaugurated with a complete change. Everyone will have seen what the windows contained previous to that and, as they are certain to make shopping excursions during the last week, they will be attracted to the store by a new display, whereas an old one would be passed unnoticed. A last effort, a sort of final sprint, is needed during the last week.

WHOLESALESALE'S LEAGUE ORGANIZED.

Montreal.—Possibly the great demand which there has been for skates during the past couple of weeks has brought hockey prominently to the attention of the hardware men of the city. However, that may be representatives from a large number of the wholesale houses met in Freeman's Hotel recently, and their officers for the Wholesale Hardware Hockey League were chosen, and preliminary arrangements made for the season's play.

The elections resulted as follows:

Honorary Presidents.—George C. Davis, Dr. H. J. Fuller, William Starke, J. G. Lewis, James Reid-Wilson, F. Max Hill, Herbert B. Seybold.

President.—Thomas Robertson.

First Vice-President.—F. H. Malone.

Second Vice-President.—J. T. Smith.

Secretary.—Jack Marnell.

Treasurer.—P. Bolan.

Auditor.—M. Miller.

Executive Committee.—George Thompson, Fred Hadley, H. B. Seybold, M. Davidson and R. Dawson.

With this executive was left the work of arranging for ice. The schedule will be drawn up at an early date.

Methods for Pushing the Sale of Fall Goods

Special Attention Should be Paid to Builders' Hardware—Fall is a Good Time for Specialties—A Few Instances—Push the Sale of Roofing.

The fall presents splendid opportunities for profitable trade in special lines. There is a long succession of articles which can be sold at this time of year and at practically no other. The first need for a snowshovel has been felt; the ash-sifter is in demand; weather-strip is needed to keep out the cold blasts of winter. Goods of this nature should be kept well to the front of the store and a word of reminder or enquiry to customers would assist materially in making sales.

The fall seems to be a particularly good time for the disposal of new goods and novelties. People seem more inclined to buy articles which promise to increase the comfort of the home during the winter or to add a new touch of beauty. About this time last year a Brantford hardwareman picked up a dozen expensive brass gongs, which he secured at a low price. After they had occupied a prominent place in the front of the store for weeks and had been in the window one week, there was just three of them left. "I made more on those gongs," confided the dealer, "than I would in a whole year in some staple lines."

Toward the latter end of last November, C. A. Willicox & Co., of Leamington, Ont., secured an agency for letter carriers. By energetic measures, they disposed of six carriers almost immediately, and did a good business right through the fall.

Builders' Hardware Trade.

At the present time considerable attention should be paid to the builders' hardware trade. Although the season is "getting on" and the first real touch of cold weather has been felt, the work of trimming and finishing the houses built during the year has just been nicely started. There is, as a result, a good slice of business left in this department, which the energetic dealer can corner.

A great many hardwaremen resort to "outside salesmanship" in securing the builders' hardware trade. One of their staff does considerable outside canvassing, calling on the builders, architects and owners, and keeping in touch generally with building operations. By this means, the firm are enabled to figure on practically every contract and are, therefore, reasonably certain to get a good-sized share. One firm in particular believe so implicitly in outside salesmanship that they have a man start canvassing early in the summer. He keeps it up until the last house has been finished up. In this case, experience has proven that the system more than pays

for itself; that the extra margin of business more than pays the salary of the clerk while engaged in the work.

Leads to Other Business.

A good connection with the contractors leads to a steady and profitable business in other lines. The men employed by the contractor are continually in need of tools or supplies. A file is needed or a new saw. What more natural than that they should send to the same hardware firm? Several firms which specialize on builders' hardware run retail stores, purely and simply to provide accommodation for their contractor customers.

A Good Window.

Attractive window displays can be arranged with tools and builders' hardware. The accompanying illustration shows the front of the store of the Abercrombie Hardware Co., at Vancouver; one window contains lock sets, etc., and the other tools. This picture was taken last fall. The two displays were found peculiarly effective, a large amount of business being directly traceable to that source.

It is not too late for a display of this nature. The window dresser for a Toronto firm, which specializes very largely in builders' hardware, states that he shows goods of that description in the store windows the year around, and that he never fails to get results. Even in the depth of winter a certain amount of

business can be secured. "I put a display of lock sets in the window in the second week of February this year," he declared. "We sold seven sets inside of two days, all of first quality."

Pushing Roofing.

It follows that the fall is a splendid season of the year for roofing. "I have handled ready-roofing for the first time this fall," a hardwareman stated a few days ago to the writer. "It was a new line for me, but it certainly did pay. I have worked up a good connection during the past ten years in builders' hardware and it struck me that I ought to be able to get some good roofing business out of my contractor customers. I approached them and found every single one had been using a great deal of prepared roofing and had been buying it from other sources. Well, I landed most of them and expect to get it all next year."

Roofing carries a good profit. Some hardware dealers will dispose of quite a few drayloads of it in a season; and any energetic dealer can do the same.

Art Metal Goods.

This is the season of the year when the preparation of Christmas gifts is actively begun. Art metal work is still very popular and there is at the present time a big demand for pierced brass material and supplies. Why not secure a share of this trade?



Window Displays of Builders' Hardware and Tools in the Store of the Abercrombie Hardware Co., Vancouver.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED
JOHN BAYNE MACLEAN - - **President.**

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain, 8s 6d; elsewhere 12s

PUBLISHED EVERY SATURDAY.

TO SUPPRESS TIPPING.

The tipping system is one of the prime nuisances of the age. The traveling public is bled systematically and, although the demands made on this continent are not as insistent as in Europe, the amounts expected are much larger. The commercial traveler in this country and in the United States is the chief sufferer.

It has been estimated that traveling men in the United States pay out \$50,000,000 every year in tips to waiters, bell boys, porters, etc. One begins to realize the extent of the evil when that enormous total is brought to their attention. The real sufferers, of course, are the firms who pay the expenses of the traveling man. The cost of marketing goods nowadays is just fifty million dollars more than it should be on that one score alone.

A movement is now on foot to force hotel proprietors to stop the wholesale brigandage of their employees. The travelers threaten to establish sample room headquarters in every city and town and to control private rooming houses so that members of the traveling fraternity will be able to secure accommodation and service, without giving "backsheesh" to itchy-palmed employees. The threat is no idle one. Unless the hotelmen hire employees, who will receive pay for looking after the wants of guests instead of being put to the necessity of extorting tribute, the traveling men will resort to the drastic measures threatened.

Undoubtedly the suppression of the tipping system would be a great boon. The continual dribbling out of small amounts for this purpose constitutes a heavy drain on every business house. If tipping were tabooed there would be jubilation everywhere. Perhaps, even the hotel employees themselves would be better off; for a wage in hand is worth any number of tips in prospect.

ONE TROUBLE OVERSHADOWS ANOTHER.

The high price of metals, usually enough to cause the handlers worry, is but a flea bite at present, the great worry being the scarcity of the metals at any price. It is a strange, and a difficult situation.

Factories are needing supplies now. They must get these shortly, or pay the higher price which will be necessary as soon as water transportation closes. But there is little metal to be had. Lead has become a little easier of late, owing to the arrival of a good sized cargo, but

tin is still scarce. As for spelter it is practically unobtainable.

So the metal market sees the spectacle—lately too common—of men standing ready to pay a high price for supplies, and yet unable to obtain them.

In some lines relief is in sight. In others the future is uncertain. Especially does uncertainty shroud the future happenings on the tin market. High prices alone seem assured. Generally the word goes out that a buy on any drop would be wise.

THE BOARD OF TRADE.

The local Board of Trade can be made a very useful body. In many cases it has been found the means of putting new life and activity into a seemingly dead city or town. With a good membership and live officers at the head, the Board of Trade can effect a wide measure of civic improvement.

Too often, however, the activities of the Board are limited to mere talk. The members discuss the problems of civic government, but they never put their theories into practice. Good suggestions are advanced and approved only to fall to the ground through lack of anyone to actively take them up. There is another phase. In many places the list of members, who attend the meetings, dwindles until hardly a baker's dozen can be mustered for a gathering.

It is greatly to the interests of the merchant to help along the work of the Board of Trade. The merchant is perhaps, best fitted to take an active part; certainly, he proves one of the first to benefit from the active propaganda of a live Board. In his own interests, therefore, the hardwareman should affiliate and become an active member and should endeavor to instil the same idea into his fellow-merchants and citizens.

As an evidence of the good that an active Board can effect in the interests of the mercantile class, the Sherbrooke Board of Trade has decided to start a short campaign of local advertising with a view to stimulating trade during the holidays; also to urge upon the people the wisdom of patronizing home industry.

CONSULT THE CLERKS.

An enthusiastic clerk is one of the best assets a business can have. One of the secrets of successful merchandizing is to secure help who will take an interest in their work and in the welfare of the store. Enthusiasm of this kind can be fostered by giving the clerk a chance to rise above the routine of daily work, an opportunity to develop ideas and to assume a certain amount of responsibility.

The present is a suitable time to take your clerks into your confidence. The Christmas trade will demand both work and ideas; and it is a well-known saying that "two heads are better than one." Call the members of your staff together, then, and confer with them regarding the means to be adopted in going after the holiday trade. You will be surprised at the good ideas they will voice and the increased interest they will show thereafter. It might even be a good plan to divide the work and responsibility, giving each member of the staff a share. Assign one, for instance, to look after window displays, another to look after interior decorations, etc. The inevitable result will be an increase in the desire of each member of the staff to do good work, better work than ever before.

TRANSPORTATION RELIEF NEEDED.

With one voice wholesalers of Montreal are complaining of the cartage facilities. The service given by the

railways is terrible slow, they say, and there do not seem enough separate forwarding companies to meet the demand.

This is a problem which needs immediate relief, a problem which is of interest not only to Montrealers, but to retailers all over Canada. It is their shipments which are being kept back—not through the fault of the Montreal manufacturers and jobbers, but because of poor service given by the transfer companies.

From what source relief is to come is not easy to see. The railway companies give as an excuse for their tardiness, the English strike, which brought heavy lake shipments, and labor trouble which forces teams to be left standing idle in the stables. The manufacturers hardly know what answer to give to these excuses. They only know that they are receiving daily letters from impatient customers, and that they are unable to get their goods to and from the stations.

One man, who has made a study of this question, said: "The volume of business has increased more rapidly than the terminal and transportation facilities." This seems to sum up the situation. What remains, therefore, is to find a remedy.

Steps to build larger terminals are now being taken, so it would appear that better transfer arrangements are what is needed. Some think the street car line might well be used to carry freight from one end of the city to the other, thus rendering necessary only short cart draws. Others believe the relief is to be found in multiplying the number of horses.

There is talk of the houses which are suffering getting together to bring the question strongly before the proper authorities. This would seem a wise move. Prompt steps are needed to force prompt action.

OVERHEAD SIGNS.

At various times and in various places, agitations are started against the overhead sign. For instance, there is at the present time a movement on foot in Victoria, B.C., to force the removal of all overhead signs except electric ones. The merchants of Victoria, needless to state, are protesting vigorously.

Such a measure would be distinctly unfair to the merchant and particularly to the small dealer who could not afford an electric sign. The overhead sign has been, and still is, a feature of every commercial street. Practically every dealer has a sign out of some sort to attract people in the street and denote the goods handled. It is hard to see wherein they offend. In some cases, merchants go to extremes and hang out huge contrivances which block the view of pedestrians; the municipalities are justified in stepping in here and placing restrictions in the matter of size and location. But to abolish signs absolutely is inflicting a hardship on the merchant without serving to effect any real reform.

Electric signs are permitted everywhere; in fact, they are encouraged, as they serve to illuminate the streets at night. But why should the small merchant, who cannot afford so expensive a device, be discriminated against?

Some Quebec cows, seeing a pot of paint in the field where they were pastured, drank deeply. Since they have died, and their owner is going to the Supreme Court to see if the neighbor who left the paint in the pasture is not liable. It would seem someone is guilty of gross carelessness, at least. Think of allowing paint to go for the interior decorations of cows, when it is so badly needed for the exterior decorations of barns and fences.

POINTED EDITORIALS.

Every ambitious window dresser should enter Hardware and Metal's Christmas window contest.

It is sometimes necessary to handle business with the master painter on a credit basis; but the credit should not be made unlimited.

A continental campaign to suppress tipping would be a popular one. Most men would as soon have a tooth drawn as give up a quarter tip.

Odd moments now should be devoted to the sorting and preparing of Christmas goods. It will soon be time to push them to the front.

There is wisdom in a multitude of counsel. Consult the members of the staff during the Christmas campaign, and allow them to put ideas into effect. It will prove a great incentive to them.

American commercial travelers pay out fifty million dollars every year in tips. Dick Turpin and Claude Duval, notorious knights of the highway, were only amateurs at the hold-up game after all.

Glass has risen in price. Those dealers who did not secure a supply before the increase came have only themselves to blame. The coming of the higher level was predicted over and over again in Hardware and Metal.

Western hardwareman has been elected president of the Board of Trade at Mirror, Alta. May this good example be "reflected" in other places, where the mercantile class take little interest in Board of Trade work.

The high flying tactics of Mr. Pure Turpentine have, so experts say, caused that suspicious body, the Buying Public, to look with greater favor on his competitor, Mr. Substitute. It must be acknowledged that he is jogging along at a most sober and confidence-inspiring pace at the present time, however.

Samuel Lidsky, accused in Montreal of pointing a revolver at a customer, was honorably acquitted by Judge Bazin, who declared he would have done the same thing under similar circumstances. Surely "A Daniel has come to judgment." How many dealers would like to adopt such wild western methods toward a few of their customers.

Ash-sifters are both seasonable and useful; but three of them, together with a bucksaw and a coal scuttle, do not make a good window display. Windows should be filled with articles, the sight of which fills the passerby with the desire of possession. Nothing, we fear, but dire necessity will ever prompt a man to covet an ash-sifter or a bucksaw.

In Montreal there is a small boy shortage. If it were in the home that this is being felt, those at the courting age would have cause to rejoice. But the shortage is felt by the telegraph companies. They cannot get messengers, for the boys are all going to school or learning trades. It is hard on the telegraph companies, perhaps, but presages good things for Canada's future.

Canadian Addresses U.S. Hardware Manufacturers

J. G. Henderson, Hamilton Commissioner of Industries, Speaks on "Canada, The Manufacturers' Opportunity"—Urges Them to Establish Factories on This Side of Line and Share in Trade.

On Thursday morning an able address was delivered before the American Hardware Manufacturers' Association by J. G. Henderson, Commissioner of Industries at Hamilton. The subject of his address was "Canada, the Manufacturer's Opportunity."

"It gives me great pleasure," said Mr. Henderson, in opening, "to speak of the great country to the north, the country unsurpassed for scenery, whether valley, mountain or plain. Our men are hardy and our women beautiful. We have assimilated the best that other nations could provide, and to that we have added our own genius. We are not religiously fanatical nor easy enough to be called hypocrites. Our's is a land of plenty, where the worker is welcomed with open hand, whether he comes to develop prairie, forest or mine, or is prepared to manufacture their products into the useful utilities of every-day life."

He proceeded to give some interesting, and to many of his hearers surprising, statistics of Canada's size and growth. The trade of Canada in 1910 with the British Empire reached in imports \$111,749,061, while we exported \$165,364,086. Our trade with all foreign countries reached on imports, \$264,034,599, and our exports \$135,994,443. "Of this business," he declared, "the United States exports \$223,501,809, and we exported to you \$113,150,778, so you see, gentlemen, that you are not our best customer. As regards foreign trade, the Dominion now stands third among the nations of the world in her per capita of the total trade, and I might just add that about 60 p.c. of Canada's imports come from this side of the line.

"My country is one of no small dimensions. It has an area of 3,744,695 square miles, with a population of 7,500,000. Our coast line equals half the circumference of the earth. This Dominion is 3,500 miles wide and 1,400 miles deep. It is larger in area than the United States. It is as large as 30 United Kingdoms or 18 Germanies; 18 times as large as France, 20 times as large as Spain and 33 times the size of Italy. Our three northern districts,—Mackenzie, Ungava and Franklin—are larger than China proper. We have a continuous waterway of 2,384 miles from the mouth of the St. Lawrence to the head of Lake Superior. Canada has 6,000 miles of waterways from the St. Lawrence to the Mackenzie, with a land break of only 150 miles."

Invites Manufacturers.

In detailing some salient points with reference to the trade of Ontario, Mr. Henderson spoke of the opportunity presented for American manufacturers. "Ontario," he declared, "is the home of the skilled artisan and of the vast bulk of the manufacturers of the country. It is also the distributing point for the branches and agencies for those who are not already manufacturing in Canada, and I might say that now is the opportunity for the American manufacturer to get in on the ground floor. It not only opens up for him the present market of 7,500,000 people, but one that is growing by leaps and bounds. Therefore, it is well to have your goods for Canada manufactured there."

He asserted that the people of Canada were practical as well as patriotic, and expressed the belief that "there was no question but that we as a young nation will be compelled to maintain our tariff wall." He urged his hearers not to delude themselves with the idea that there would be in years to come a reduction in the duties now levied upon manufactured articles, and admonished them to remember that in Canada we make as good goods as they do south of the boundary.

His Native City.

Mr. Henderson then proceeded to tell something of the advantages of his native city, Hamilton, and he made out a strong case, quoting figures to prove the growth industrially and in every other way of that city.

NEW WINDOW GLASS FACTORY.

Wallaceburg, Ont.—What is stated to be the first window glass factory in Canada will shortly be established in this town. The company will be subsidiary to an American concern, though there will be considerable local capital in the enterprise. It will be known as the Wallaceburg Glass Co. The factory and plant will cost in the neighborhood of \$125,000 and the factory will employ over 200 men. The town is to vote on a by-law granting a number of concessions, including tax exemption and a loan without interest.

C. D. Teneyck, of the Maple Leaf Harvest Tool Co., Tillsonburg, has been in Montreal this week, calling on the jobbing houses.

N. A. WYLIE MARRIED.

The marriage occurred in the Maple Street Methodist Church, Collingwood, on Wednesday, Nov. 8, of Norman A. Wylie, salesmanager of the Sheet Metal Products Co., Toronto, to Miss Mary Rosamund Telfer. The Ven. Archdeacon Cody, of Toronto, of whose church Mr. Wylie has been a sidesman for several years, performed the wedding ceremony, assisted by the Rev. W. K. Hager, pastor of the Maple Street Methodist church.

The maid of honor was Miss Kemp of Toronto, and the bridesmaids were Miss Lillian Yaches and Miss Carrie Kent, of Toronto. Miss Madeline Williams of Toronto was the flower girl. The groom was supported by Bayard Warnick, of Toronto.

The happy couple left on a special train for their honeymoon trip. A host of friends in the trade will wish Mr. and Mrs. Wylie every happiness.

U. S. RAILWAYS ARE BUYING.

Cleveland, O., Nov. 16.—The Iron Trade Review, to-day says:—The more cheerful tone noted in the market a week ago continues, and has been followed by more general buying of freight cars and steel rails by the large transportation companies. Prospects for heavy buying on the part of the railroads are bright. Following the awards by the New York Central system for 12,350 cars, it is announced that the Baltimore & Ohio has practically closed for about 4,500 freight cars, and is in the market for 4,500 additional cars. It is also stated that the Pennsylvania Railroad Co. will enter the market for cars in the very near future. Advance information is that the Pennsylvania, New York Central, Baltimore & Ohio, and other roads, will order much heavier rail tonnage than in 1910. One large company in the Pittsburg district, has booked upward of 75,000 tons of plates, as a result of the recent car buying, and reports a larger daily average of miscellaneous orders for plates and shapes than at any time in years.

The American Steel Foundries during the week, closed for a large tonnage of basic pig iron for western shipment, and the Westinghouse Air Brake Co. entered the market for 1,000 to 2,000 tons each of foundry and gray forge iron, for first quarter shipment.

Little encouragement is found in the price situation in the finished steel market.

Convention of Hardware Manufacturers

Annual Gathering of American Hardware Manufacturers' Association in Atlantic City This Week—Delegates Entertained by the "Big Five of Philadelphia"—Business Sessions and Social Functions Combined to Make Convention a Success.

The twenty-first Convention of the American Hardware Manufacturers' Association is being held at Atlantic City, N.J., this week, and the National Hardware Association is also meeting in the same city. Hardware manufacturers and jobbers are present from every corner of the United States, and the Canadian delegation includes: A. E. Gilverson and W. J. Lawson, Rice Lewis & Son, Toronto; Robert Starke, Starke-Seybold Hardware Co., Montreal; S. H. Alexander, Wood, Vallance & Co., Hamilton; James Hardy, Toronto, secretary Canadian Wholesale Hardware Association; H. T. Hunter, manager of Hardware and Metal, is also in attendance, and a full report of the important points discussed, will be given in next week's issue of this paper.

Royally Entertained in Philadelphia.

When the special train containing the western delegates pulled into the Broad St. station, Philadelphia, the passengers were taken in charge by representatives of "The Big Five of Philadelphia"—Henry Disston & Sons, Fayette R. Plumb, Inc., North Bros., Mfg. Co., Miller Lock Co., and Enterprise Mfg. Co.

Twenty-five automobiles whirled the visitors around the Quaker City, and they enjoyed a most comprehensive tour of the business and suburban districts. A most enjoyable feature was the drive through Fairmount Park, which is said to be unequalled in the world. The drive extends for fifteen miles along the river. A reception was given the visitors at the Huntingdon Valley Country Club, where they lunched.

As the success of a convention depends largely upon the delegates becoming acquainted, the "Big Five of Philadelphia," contributed much to everybody's pleasure and profit by getting things started in this enjoyable way.

The direct representatives of the Big Five, who were on hand to extend Philadelphia's welcome were: C. W. Asbury, of the Enterprise Mfg. Co.; H. C. Albrecht, of North Bros. Manufacturing Co.; Fayette R. Plumb; E. S. Jackson, of the Miller Lock Co.; and Frank Gould, of Henry Disston & Sons.

Opening of Convention.

The convention proper opened Wednesday morning at 10.30. This was the opening session of the National Hardware Association, to which members of

the American Hardware Manufacturers' Association were especially invited.

At 2.30, there was an executive session of the American Hardware Manufacturers' Association, opening with the president's address. This session was largely given over to reports of committees. At eight o'clock in the evening, there was a card party in Hotel Dennis, the convention headquarters.

Address by a Canadian.

The morning session, on Thursday, was featured by two addresses. One of them, delivered by J. G. Henderson, commissioner of industries, Hamilton, Ont., is reproduced in this issue of Hardware and Metal. The other was entitled: "Legislation Pending Before Congress, affecting the Patent System." This address was delivered by Arthur Steuart, of Baltimore.

The session on Thursday at 2.30 p.m., was given over to an address by Henry Studniczka, of St. Louis, on "Our European Competitors, and Some American Trade Opportunities in European Countries."

At four o'clock, there was an executive session to which members of the National Hardware Association were invited. The feature was an address by S. Nowell, president and treasurer of "The Hardware Reporter," St. Louis, on "Some Observations of a Hardware Man in Europe, on Parcels Post, the Cost of Distribution of Goods and the Tariff."

Thursday's proceedings were concluded by a smoker and vaudeville, at the Savoy Theatre.

On Friday morning an executive session was held to consider the resolutions presented, and the report of the nominating committee. In the afternoon, the new executive committee met, and the Twenty-First Convention of the American Hardware Manufacturers' Association closed with a dance in Hotel Dennis, in the evening.

AFTER THE RECORD.

Some weeks ago, A. Welch & Son, Toronto, hung up a record for stove sales—to wit, forty-nine on one day. The statement of the case, which appeared in Hardware and Metal, has attracted considerable attention. In commenting on it, the American Artisan and Hardware Record, a trade paper published at Chicago, says:

"This is certainly a record in stove sales, the only one we know of that anywhere approaches it was one conducted by an eastern firm, where seventy-nine stoves were sold during a three days sale and demonstration. The record of the firm's best day, however, is below that of Welch & Son, the number sold being thirty-seven."

Other Canadian dealers are going after that record, however. W. C. Stearman, "the People's Hardware Merchant," Vancouver, is advertising the fact that he has received the tenth car of stoves so far this year. In a current advertisement, W. C. Stearman states: "We are busy receiving them in one door and rushing them out another. It just took nineteen days to sell the last car, and we know from the way they are going these days, that this car will all go in from fifteen to seventeen."

We do not know what his highest daily record of sales is, but certainly Mr. Stearman is making things hum.

Hardware and Metal would like to secure more statistics, bearing on the question of stove sales. If any dealer has accomplished feats out of the ordinary in this connection, we should like to hear from him.

BRANDRAM-HENDERSON'S CONVENTION TO BE HELD IN HALIFAX THIS YEAR.

The annual sales convention of Brandram-Henderson, lead corrodors and paint manufacturers, is to be held in Halifax this year, instead of in Montreal. The gathering, which will take place in January, will be attended by the selling force from all parts of the Dominion. A special car is to be run from Montreal for the convenience of the travelers.

MAKING NEW PACKLESS VALVE.

The Kerr Engine Co., of Walkerville, Ont., have commenced the manufacture in Canada of the Simmons Patent Packless valve, better known in the United States as the C.H.S. packless valve. It is claimed by the manufacturers to be perfectly packless, and an all-metal valve, there being no destructible composition rubber rings or discs in the packless feature. The valve is substantial in construction, and one which should prove acceptable to the heating trade, especially in connection with vacuum systems.

Hardwaremen in the Political Arena

Robert Smith, of Bolton, Tendered Nomination in Peel—Dunnville Man is Mentioned as Candidate—Bonar Law a Canadian and an Iron Merchant.

The fast approaching provincial elections in Ontario have not so far brought out as many hardwaremen in the role of candidates as the recent Dominion elections. However, the trade will be pretty well represented in the fight.

The first hardwareman to enter the lists is Robert Smith of Bolton. The Liberal convention for the county of Peel was held at Brampton on Saturday. Sixteen names were placed before the convention, but all withdrew except Mr. Smith, who was accordingly given the nomination by acclamation. The candidate is a well-known hardwareman and has taken quite an active part in the public life of that section of the province. He was born in Yorkshire, England, but came to Canada as a boy and grew to manhood in the vicinity of Malton. He has been in business in Bolton for the past five years. Mr. Smith was returning officer in the recent Dominion election. He is a prominent church and temperance worker.

Thomas Marshall, of Congdon & Marshall, hardware dealers, Dunnville, is mentioned as a likely candidate in Monck. He contested the riding unsuccessfully in the last provincial election in the Liberal interests.

The hardware trade was represented in the last legislature by two members—Hon. Frank Cochrane and G. C. Wilson, of Dundas, who sat for Wentworth. Both were translated to the higher sphere of federal politics at the recent elections, the former to take the portfolio of Railways in the new Borden cabinet, and the latter as member for Wentworth.

Selection of Law.

The selection of Andrew Bonar Law as the new leader of the Unionist party in Britain to succeed the brilliant Mr. Balfour, will be of double interest. In the first place, Mr. Law is a Canadian though he has spent the greater part of his life in the old country. In the second place, he is an iron merchant, and has consequently achieved the honor of attaining perhaps the highest post ever reached by a member of the trade. Political friends and foes alike unite in branding Mr. Law as a man of great platform and executive ability, and a brilliant career is predicted for him.

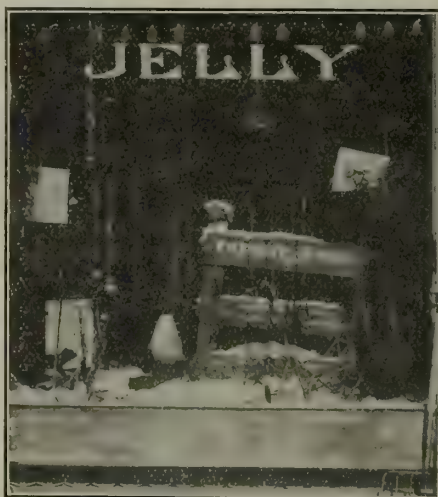
Nominated in Lennox.

Since the above was written, word has come that the Liberals of Lennox County have nominated M. S. Madole, hardwareman of Napanee, as their candidate in the approaching elections. Mr. Madole has a wide acquaintance in the

hardware trade, and is first vice-president of the Ontario Retail Hardware and Stove Dealers' Association. He is the orator of the association.

A WINDOW FOR TRAPPERS.

Shelburne, Ont.—R. A. Jelly, of this town, has a very appropriate window display for the season. It consists of a realistic early winter scene in the woods with stuffed animals placed in suitable



Trap Window Dressed by R. E. Duffy, for R. A. Jelly, Shelburne, Ont.

spots. An old fence connected with the display is used to publish the present prices on various furs, and the display of animal traps spread across the background clinches the point that trapping is a paying occupation just now.

GAVE A DANCE.

Saskatoon, Nov. 12.—To celebrate the occasion of the firm's moving into new quarters in the Helgerson block, the employees of the Saskatoon Hardware Co. entertained about fifty of their customers to a dance in the store.

Before the dancing commenced, the employees of the firm presented J. L. S. Hutchinson, the manager, with a very handsome reading lamp, as a mark of their esteem. Mrs. Hutchinson was also presented with a beautiful chair. Mr. Hutchinson in a few words made an appropriate reply, thanking the donors for their gifts.

The interior of the store had been handsomely decorated. Bunting draped along the walls, gave a bright and attractive appearance to the main room in which the dancing was held. Fes-

toons of artificial vines were swung between the pillars and entwined about the lights. One banner on the walls read 'We grow with the city; in 1909, 3 employees, in 1911, 42.' Luncheon was served in what will be the packing room.

An original feature of the affair was the program of dances which had been gotten up by the employees.

The program was contained in a model pasteboard range and the music for the dances was announced in the following manner: Welcome All, Plumbers' Lament, Painters' Splash, Pots and Pans, Hardware, Hustler, Gurney's Boiler, Quick Deliveries, Miller, Morse Swift, Builders' Hardware, Census Takers. Intermission. McClary's Ranges, Ruberoid Roofing, Service and Satisfaction. Spades and Shovels, We Walk.

ARCHIE FERGUSON JOINS LEWIS BROS. SELLING STAFF.

Montreal, Nov. 16.—Archie Ferguson, formerly connected with the Miller Morse Hardware Co., of Winnipeg, has joined the sales staff of Lewis Bros., having accepted a position with them some months ago. He is taking over the ground formerly covered by W. J. Keyes, who has decided to go into business for himself at Sault Ste. Marie.

Previous to Mr. Ferguson's connection with the Miller Morse Co., he was connected with the Fairbanks Co., of Buffalo, N.Y., for a number of years, and got his early training in the hardware business with the old established firm of Purvis Bros., North Bay. For these reasons he is particularly adapted to cover the section from North Bay to Winnipeg.

Mr. Ferguson, while speaking in glowing terms of the West, is glad to get back among old friends, as he has many on his new territory.

HARDWAREMAN IS WEDDED.

Chatham, Ont.—The wedding took place here on Saturday, Nov. 11, of George Willard, of the Willard Hardware Co., of this city to Miss Mayme Paterson, daughter of Mrs. E. A. Paterson, also of Chatham. Following the ceremony which was performed by Rev. Dr. Battisby in the presence of the immediate relatives, Mr. and Mrs. Willard left on a wedding trip for Western points.

BUILDING ADDITION TO FACTORY.

The Otterville Manufacturing Co., Otterville, Ont., are building an addition which will double the floor space of their present factory. They are also doubling their power, so as to be able to keep up with the demand for their lines of goods.

Meeting the Demand for Diffused Light

Manufacturers are Making Fixtures Which Supply the Indirect Rays, Believed by Many to be Better for the Eyesight—Some Fine Samples Shown, but Inexpensive Ones are Also to be Had.

In the past few years there has arisen a class of people who declare that direct light is not the best for the eyesight. They contend that people are not guarding against overstrain of the optic nerves when they secure a contrivance which throws a strong light upon the book they are reading. Rather, they said, this strong light, focused directly on the object, is hard on the eyesight. A soft, more subdued light, a diffused light, they argue, is much safer.

There are those who will say this talk of diffused light is only a fad. Per-

great illumination as is thrown off by the more open and more transparent globes.

This light is suitable for halls, or drawing rooms, and is now being bought largely for these purposes. The fixture, of course, is rather expensive, but some similar in style and less expensive are being turned out.

Different in design, and yet giving the softer light which many claim is so desirable, are fixtures which have recently been installed in the Grain Exchange, Winnipeg, and the New Commercial School, Montreal. Both lights, or groups of lights, are massive affairs, the foundation work being of heavy brass. But it is the globes which are of interest. These completely surround each light or group of light. The glass is not clear, and the rays comes through without any glare.

The fixtures are handsome affairs, and show one of the tendencies of the day.

NEW IDEAS ARE THE LIFE OF TRADE.

By Victor Lauriston.

"No one ever did business that way."

Such was the contemptuous exclamation of an old-time merchant, whose new competitor had just put up the first electric sign in Carisford.

Yet, to-day, from one end of Canada to the other, electric signs are glittering every week-night, telling the tale of goodly wares, of excellent service and of modern methods.

"Nobody ever did business that way," was doubtless the comment of rivals, when Stewart established a new record by using a complete newspaper page for the first time in the history of advertising. Yet, the other day, an American newspaper in one issue published sixteen consecutive pages of advertising for a single firm.

The man who "Never did business that way," is gradually being weeded out of the mercantile garden. He's doing a good share of the weed act himself, too.

Confronted with new problems, and aided with novel suggestions for solving them, he protests, disgustedly: "I never did things that way. I've always done well enough the old way—so why change over to some method new and untried."

And he staggers on, knowing that there's something wrong, yet shying wildly at the "newfangled" idea that will help to put him right.

You're out to succeed in hardware. That's your aim. You begin as a junior, you expect some day to be a boss.

That being so, make it a point to gather in every new idea that strays across your path. Nay, don't be satisfied to wait till they stray—go out after them with a mental search-warrant if need be. New situations crop up at every turn. You'll need in meeting them all the new ideas of which you can lay hold.

You protest: "Why, I tried a lot of these newfangled notions once, and they didn't pan out. I guess, in spite of all your talk, that it's safer to stick to the old, tried paths."

Yes—and I'll just bet three cents worth of dried apples that when it came to "trying" those new ideas you mention, you just closed your eyes, opened your mouth, and swallowed them entire, without ever stopping to even glance at the last, least one of them.

That's not the way to make use of a new idea.

Do you recollect what happened that day you first called on the boss and asked him for a job?

Did he say: "You're a likely looking young fellow. Hustle right in and take charge of the cutlery and tools department."

Not a bit of it. He began by asking you questions—some of them pretty embarrassing. He wanted to know your age, your education, what knowledge you had of bookkeeping and arithmetic, your experience as a salesman, whether you knew anything of hardware to start with, and whether you intended to make the business your life work. He sounded you to ascertain if you possessed any ideas on salesmanship or window display. And then, having found the niche in the store economy into which you would fit with the least amount of amputation, he popped you into it, accompanied with a few words of good advice.

He didn't slam the door in your face, bidding you begone. He didn't fling the door wide open and cry: "Hustle right in and make yourself at home."

Instead, he stood a moment or two with you on the threshold of his business, negotiating to see how near you come to fitting into that vacant niche. And, in the end, he adapted you to his own conditions.

That's the way to treat a new idea.

You see a notion that looks inviting. Don't swallow it right down. Take a few minutes to yourself, study that idea, study your business—and then adapt that idea to the actual conditions which you find in your work.

So keep your eyes peeled for ideas that will make you a better business getter; and, having landed an idea, adapt it intelligently to your own individual requirements.



Growingly Popular Light of the Diffused Style, Bowl Being Made of Alabaster—Cut Loaned by The Robert Mitchell Co., of Montreal.

haps it is. Perhaps not. There is no need or no possibility of settling that question here. But it may be here stated that whether the talk of diffused light is fad or not, those manufacturing fixtures have taken cognizance of it. They have felt the demand, and are making fixtures which give a diffused or semi-diffused light, both for public and private buildings.

One style of light which is becoming more and more popular is here shown.

The large globe, made like a flattened circle, is of alabaster. It throws the rays up first, and then down. The light filters out, yet it is said to give as

News and Methods of Canadian Hardwaremen

How Burk's Falls Firm Advertises—Resale Prices Maintained in Vancouver—Medicine Hat Firm Open New Store—Showing Traps by Motion Display.

INTERESTING ADVERTISEMENTS.

Burk's Falls, Nov. 14.—The Burk's Falls Hardware Co. are running a series of interesting advertisements, dealing chiefly with stoves. In a recent ad. they extend an invitation to the public to call and look over their stock, whether they are thinking of buying or not. This appeal has proved effectual for people often like to look a stove over before seriously considering the question of purchasing. In their last advertisement, the firm tell a funny story with a moral tagged on at the end:

When Pat called at the Hardware Store, the Clerk pointed to a stove and exclaimed:

"There's a stove, Pat, that will save half the fuel."

"Begorra," says Pat quickly, "give me two av thim an' I'll save all av it, thin."

Joking aside, there are stoves that are great fuel savers and we sell them. They pay for themselves in a few years.

We also sell Furnaces that give splendid results along this line.

An effort is also being made to induce early Christmas shopping. They say:—

"Christmas, with its joyous festivities, and greeting, will soon be here. Don't wait until the last moment but come now and look over our large stock of Hardware, Furniture, Sporting Goods, Silverware, &c., and you cannot fail to find something suitable for a sensible and useful Xmas gift.

A CLEARING SALE.

Wapella, Sask., Nov. 13.—The Gibson Co., hardware merchants, of this place, are conducting a clearing sale of their entire stock of hardware, stoves, glassware, and china. The sale started on Monday, Nov. 6, and will continue until Nov. 20. The stock is being offered at discounts ranging from 10 to 33 1-3 per cent.

ADVERTISING BIG SALES.

Lethbridge, Alta., Nov. 8.—Arthur Hayr, assignee, of Hayr Bros., is conducting a large sale of all the stock. Under the caption: "Look this over and save \$ \$ \$," he is using full page space in the local papers, and is advertising a great variety of goods at reduced prices.

Special attention is paid to stoves and, among the other goods for sale, are washing machines, paints, oils and lead, stove boards, blacksmiths' supplies, skates, cutlery, all kinds of kitchen utensils, wire nails, etc.

MAINTAINING RE-SALE PRICES.

Vancouver, Nov. 14.—One of the big fights of merchants' associations is to keep dealers from cutting prices, and it has been realized that the only effective method is to insist upon the manufacturer declaring a retail price, with the penalty that if this is reduced, the dealer may be refused further supplies. The local association has been up against an instance or two. Prices of Gillette razors and Liquid Veneers were cut, but in both these cases the manufacturers stepped in and asked that the usual retail price be asked, else action would be taken. This request was complied with.

Forbes & Van Horne, have been displaced from their quarters on Hastings St., owing to a large increase in rent, and are selling out.

HANDSOME NEW STORE.

Medicine Hat, Nov. 13.—McPherson Bros. have opened their handsome new store in the Becker Block. The store is 90 by 25 feet. At the further end is a capacious office and behind that again a storeroom. In the basement is another large storeroom, measuring 125 feet long.

The store is fitted up in almost elaborate finish. The floors are of hardwood and highly polished, and metal ceilings have been put in. The building is lighted by electricity. On the left side going in through the door is a large row of shelves made of Patent Bennett steel box with an oak front extending for forty feet. Near the door is to be placed a large gun and tool case, and several other fixtures will be placed in the course of a few days.

The first day that the store was opened there was a large attendance. Many people visited the store merely to look around.

MOTION DISPLAY FOR SHOWING TRAPS.

St. John, N.B.—The firm of T. McAvity & Sons, hardware dealers, in one of their big King Street show windows this week, drew large crowds to an in-

spection of their trapping lines by a novel display, which proved quite an attraction. On a revolving pedestal was placed a steel bear-trap, in which was seen a fairly large bear neatly made a captive, while a small mink mounted nearby, added a tinge of nature to the scene. The whole thing was kept in continual revolving motion, and many people stood for some time gazing at it. Other traps and devices for the ensnaring of wild animals were displayed as well with equal suggestiveness.

The sporting season in New Brunswick is rapidly drawing to a close, but it has been an exceptionally prosperous one for the hardware merchants in their sporting departments, because of the fact that not for many years has the demand for gunning supplies of all kinds been so brisk, and persistent. A local merchant this week speaking of the returns from his endeavors in the sporting field this season, said he was very much gratified at the splendid showing. In addition to the natural craving for hunting possessed by many people, he said, it seemed to him that many others were induced to make purchases of gunning supplies this season, because of the remarkable abundance of game, large and small. It had not been known for some time for partridge to be so plentiful, while ducks also encouraged the hunter, and as for moose and deer, there were few parties who went into the woods who did not return successful in their quest.

He attributed these facts in part to the fine run on hunting material, and also dwelt strongly on the fact that various hardware firms on the opening of the game season and at different times since, had featured their lines of sporting goods quite extensively, both in window display and in their daily advertising. What was true in the case of St John merchants, he believed was nearly as telling with those in Fredericton, Moncton, Newcastle, Chatham, and other centres, for reports from dealers throughout the province were most encouraging.

MEETING OF B. C. HARDWARE ASSOCIATION.

Vancouver, Nov. 14.—The regular monthly meeting of the B.C. Hardware Dealers' Association was held in New Westminster on the evening of the 7th instant, when matters of general interest were discussed. A banquet was held at the Hotel Russell. These meetings are being well attended, and while the subjects under discussion may not call for great decision, the talk arouses interest and keeps the dealers in close touch with one another. The next meeting will be held in North Vancouver.

HARDWARE TRADE GOSSIP

Ontario

The Barnes Hardware Co., Port Arthur, have been succeeded by Barnes & Co.

Frederick W. Magee and T. W. Baker, London, have secured a patent for a gas stove regulator.

E. S. Coppins, Woodstock, has a range on display in his window equipped with an "Economizer."

The proposition of the Guelph Stove Co. submitted to the city council is being favorably considered by that body.

W. House, who has been away at Almonte, with Taylor Bros., Ltd., has returned to Lindsay and is now associated with D. Cinnamon.

The travelling staff of the Sheet Metal Products Co., Toronto, presented the salesmanager, Norman A. Wylie, with a set of Crown Derby on the occasion of his marriage.

The new baby carriage works at Trenton, are making rapid progress and expect to be operating in a few weeks. Trenton is now on the mend. The C.N. O.Ry. has livened up things generally.

The firm of McKenzie & Nolan, Niagara-on-the-Lake, have dissolved partnership. Mr. Nolan has decided to open up for himself, and will carry granite-ware, tinware, stoves and electrical supplies.

James Richards, a Toronto journeyman plumber, who ran unsuccessfully in West Toronto on the Labor ticket in the recent Dominion elections, will contest a Toronto riding in the coming provincial elections.

A demonstration of Chinamel was held in the hardware store of J. & H. Field, Mitchell, on Wednesday and Thursday. A lady demonstrator explained the uses of Chinamel for graining and painting furniture, floors and woodwork.

The Purdom Hardware Co., London, are not losing any time in completing arrangements for re-opening after the fire. The staff have been working night and day, preparing for a big fire sale of the stock. A settlement has been reached with the adjustor, regarding the loss of the firm.

The Humphrey Bicycle & Hardware Co., Toronto, have decided to devote their energies in future to the wholesale bicycle and motorcycle trade, and have sold out their hardware stock. Mr. Humphrey will keep his store on Queen west for his wholesale business. He has been doing business in the retail hardware trade for the past twenty years in the same stand.

The ratepayers of Oakville will vote upon a by-law to grant exemption from taxation to the Ware Mfg. Co. The

proposed factory will cost \$7,000, and have a floor space of 10,000 square feet.

Negotiations are under way for the establishment of a window glass factory at Wallaceburg. A special meeting of the council was held to consider a proposition submitted by a Mr. Frick, of Indianapolis, and a by-law to authorize a loan of \$20,000 will be submitted to the ratepayers.

Theodore Prince, hardware dealer at 555 Bloor West, Toronto, was shot in the left leg by a charge of shot from his own gun while duck shooting on Lake Simcoe, near Port Bolster, a flag station 2½ miles north of Pefferlaw. Mr. Prince was tramping through a marsh, carrying his gun muzzle downward, when he tripped over a snag. He was thrown forward and the gun struck a log, exploding. The camp was eight miles from the scene, and an impromptu stretcher was hurriedly constructed and Prince rushed into camp, where first aid was administered.

Quebec.

The ratepayers of Granby, Que., will vote on the by-law to grant a loan of \$5,000 for ten years to the Granby Hardware Co., on Tuesday, Dec. 5.

D. G. Smith, of the Smith Hardware Co., Montreal, has returned to the city after an extended business trip to the coast.

J. G. Lewis has recovered rapidly from his recent attack of appendicitis, and expects to be at his desk in Lewis Bros. next week!

Among the retailers coming to Montreal on business this week were: H. Tetreault, St. Mathias; F. X. Paradis, St. Denis; J. P. Lacroix, St. Lin; E. Leger, St. Anicet; P. E. Desjardin, St. Therese.

Western Provinces.

The McKay Co., Whitewater, Man., are reported to have sold out.

An auction sale of lots was conducted in the Brandon Hardware Store.

The Biggar Heating & Tinsmithing Co., Calgary, have been succeeded by N. MacLeod.

H. Williamson, Wetaskiwin, Alta., has bought out R. F. Sanderson's hardware store at Alix.

D. S. Shantz & Co., have bought out C. Hiebert & Co., hardware dealers of Didsbury, Alta.

The hardware business of Mitchell & Co., Baring, Sask., has been purchased by Richard Randell.

R. L. McNaughton, tinsmith, Craik, Sask., has succeeded in making a new and improved straw-burner.

The Imperial Oil Co. have made arrangements for the starting of an oil warehouse at Penticton, B.C.

Gemmil Bros., hardware and implement dealers, Tugaskie, Sask., are negotiating the sale of their business.

J. Inglis, of Winnipeg, has accepted a position in the hardware department of Hickling & Dalton's store, Canora, Sask.

A dangerous fire broke out in the tinshop of J. A. Fraser, Russell, Man. It was checked before serious damage was done.

W. A. Dixon was instantly killed by falling down the elevator shaft from the fifth storey in the Ashdown building, Winnipeg.

Hanbury Securities, Brandon, have made application to have their name changed to Dominion Hardware and Lumber Co.

It is understood that the Christie Bros., of Winnipeg, have been succeeded by the Canadian Heating & Ventilating Co.

H. F. Chappell, hardware dealer, Bradwardine, Man., has been succeeded by A. E. Martin, of Newdale. The latter will add harness and general lines to the business.

The hardware business carried on at Dauphin, Man., by T. H. Pallon, has been purchased by C. A. Cooney and W. R. Theobald, who will continue the business under the name of The Dauphin Hardware Co.

H. B. Carbury of Winnipeg has been appointed manager of the Brandon Hardware Co., resigning his position on the travelling staff of the Miller Morse Co., to accept the appointment.

Chas. Roy, of the Roy Hardware Co., Mirror, Alta., has been appointed first president of the Mirror Board of Trade. His brother, Fred D. Roy, who has been with a survey party on the G.T.P. all summer, has returned to Mirror and joined his prother.

E. L. Garge, who was with the Brandon Hardware Co., Brandon, Man., for nine years, and of late was manager of the same firm, has bought out and taken over the business known as the Kelly Hardware Co., on Rosser Ave. The change took place on Friday of last week.

The Ashdown hockey team has been organized and will be entered in the Winnipeg hardware league. The officers are:—Hon. president, J. H. Ashdown; hon. vice-presidents: wholesale—A. E. Dykes, R. A. Graham, H. H. Pigott, C. H. S. Bamford, J. B. Pringle; retail: H. Byers, Mr. Illsey, S. Tate, A. Kidd; president, P. Cantwell; vice-president, H. Ashdown; financial sec.-treas., W. F. Auger; assistant sec.—retail, D. Thompson; wholesale, C. Iveson; manager, A. Chappelle; executive committee—R. Sutherland, W. Smith.



By "Mack."

The phrase, "Money refunded if not satisfied," which is so extensively employed by advertisers in these advanced days of selling appeals, is in vivid contrast to the store customs of a decade and more in the past. The transmutation of distrust into faith between merchant and customer has been gradual until to-day the public policy of the best stores includes the return of purchase price or exchange of goods which are unsuitable.

The system of selling for cash for each transaction probably raised this feature of retail progress into favor together with the improvement in the processes of manufacturing which enables the makers to produce their outfit in larger quantity and dependable quality. It is not unlikely that the publicity managers of the larger stores discovered a selling power in printing such a promise in their catalogues and other advertisements and as apparently they have no reason to alter the conditions of selling, we may presume that it has been a profitable innovation. With prominent and successful examples of such improved plans of retailing before him the smaller dealer may derive confidence and perhaps extend the same privileges to his own trade with mutual benefit.

Some people are constituted with a bias of mind which impels them to strive for a margin of advantage over others and this type may show unfairness in claiming the protection of the the refund and exchange rule. They are not numerous in any locality, however, and circumstances will indicate the proper adjustment of their unjust demands.

In the old days of retailing, much diplomacy was necessary to retain the trade of an irate man returning a faulty article and to avoid loss at the same time. Allaying the customer's irritation called for the exercise of patience and tact not always united in the merchant and frequently a scene developed which ended in the customer announcing his ultimatum: "Either return the

money or lose my trade in future." Any one who has ever entered a store during a time of contention between dealer and customer over some trivial cause will no doubt welcome any remedy which will render such a dispute impossible. Argument with those who bring their wants to a store to be satisfied are also abolished by modern business builders. Even in the case of mail orders a courteous note often accompanies the money returned, the merchants relying upon the good will thus engendered in the customer.

Twenty Years Ago In the Canadian Hardware Trade

The following items are taken from Hardware and Metal, issue of Nov. 21, 1891:

"Ten new brick stores with plate glass fronts, some entirely new and some rebuilt, have been erected and occupied in Brussels, Ont., this summer. Its numerous factories, all prosperous, the salt well, flax mills, woolen mill, grist mills, cabinet factory, carriage factories, fire engine works—indeed, every institution in the town—is doing well."

* * *

"H. N. Young & Bro., hardware and stove dealers, Orangeville, Ont., have sold out to R. H. Hemstreet."

* * *

"J. F. Warbrick, hardware dealer, Bolton, Ont., has sold out his stove and tinware department to Clements."

* * *

"McKenny & Kelly, dealers in hardware, stoves and tinware, Orangeville, Ont., have dissolved, J. J. Kelly continuing."

* * *

"The McClary Mfg. Co., London, have let tenders for an addition to their stove department, and also to convert the Cousins House, recently purchased, into a head office and show room."

* * *

"The patrons of industry are organizing strongly throughout Brant County. In Mondaga, there is a lodge of 100. Several Brantford merchants were waited on the other day, and asked to supply the patrons with goods at a percentage lower than ordinary prices."

* * *

"It is announced that the Patterson & Wisner Co., have become part and parcel of the Massey-Harris Co. This now gives the Massey-Harris Co. control of the Toronto factory, lately

owned by the Massey Manufacturing Co., the Brantford factories lately owned by A. Harris, Son & Co., and J. O. Wisner, Son & Co., and the Woodstock factory formerly owned by the Patterson & Bro. Co., as also the entire business of Massey & Co., Winnipeg.

* * *

"A. W. Humphries, of Parkhill, has had extensive improvements made in the conveniences of his shop, to accommodate his growing trade. He has leased the shop adjoining his former shop in the same block, and a wide arched doorway has been cut through the dividing wall, thus virtually making the two shops into one."

Editor's Note.—Mr. Humphries a few months ago, sold his hardware business at Parkhill. He is widely known among the trade, having been the first president of the Ontario Retail Hardware & Stove Dealers' Association.

Hardware Letter Box

R. L. McNaughton, Craik, Sask.—"Could you kindly inform me through your paper the best place to apply for a patent on an article?"

Fetherstonhaugh & Co., Ottawa, look after the securing of patents.—Editor.

Canvas Mitts.

W. R. Tait, Toronto.—"Can you tell me who manufacturers canvas mitts for rough work, such as cleaning furnaces?"

W. H. Storey & Son, Acton, Ont., Hudson's Bay Knitting Co., Montreal.—Editor.

Jewel Cook Stove.

Doherty Bros., Kinmount, Ont.—"Can you inform us as to the name of the makers of the Jewel Cook Stove No. 9."

Burrow, Stewart & Milne, Hamilton, Ont., make the "Jewel" line of stoves and ranges. They have several different styles coming under this name, and No. 9 is a standard number.—Editor.

Drum Stove Heaters.

J. B. Kernaghan, Prince Albert, Sask.—"Kindly let me know, if possible, who are the manufacturers of the Winnipeg Drum Stove Heater."

Can any reader give us this information?—Editor.

W. Hazlett, advertising manager for Martin-Senour Paint Co., has come to Montreal from the Chicago office, to confer with W. H. Gerke, the Montreal manager.

The Western Hardware Market Situation

Winnipeg, November 16.—Much speculation is still going on particularly in the larger centres regarding the general business situation on account of the unsatisfactory crop condition. There is no alternative but to state that wholesalers and jobbers found collections very bad. If this is true of the wholesaler and jobber it is naturally true of the merchant, and they undoubtedly are having great difficulty in getting money from the farmers. The situation is much better, however, than that of 1907, as the yield in that which has been already threshed of the crop has been larger than is the usual yield, and then again the price is better.

Jobbers and wholesalers everywhere are very well satisfied with the actions of the merchants everywhere in the West in curtailing their orders. Sometimes merchants are careless in ordering heavily when they do not see the money coming, and the wholesalers are obliged to cut down orders in order to save themselves. In that way the merchants have practically employed the brains of the wholesale houses to save their own business. This year, however, farmers are not paying for past purchases and as a result the dealers are not buying heavily nor are they meeting accounts very well and perhaps there is a better understanding between all parties concerned than ever before, as all parties have to submit to the one condition, namely, the crop situation.

There is no change in the following price list.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—\$3.15 per keg base.

Copper—Planished copper, 30c. per lb., tinned, 24c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26

gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Cleverages—7½c. per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24, \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe.—¾ in., \$3.25; ½ in., \$4.05; ¾ in., \$5.00; 1 in., \$7.20; 1½ in., \$9.80; 1½ in., \$11.80; 2 in., \$15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10 and 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—½ in., \$3.15; ¼ in., \$2.30; ¾ in., \$2.35; ½ in., \$3.15; ¾ in., \$3.80; 1 in., \$5.45; 1½ in., \$7.45; 1½ in., \$8.95; 2 in., \$11.55; 2½ in., \$18.40; 3 in., \$24.15; 3½ in., \$32.25; 4 in., \$36.75; 4½ in., \$42.50; 5 in., \$47.50; 6 in., \$61.50; 7 in., \$95.50; 8 in., \$118.

Logging Chain—¼ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Pig Lead—\$4.75. Lead Pipe—\$5.75.

Lead Waste—\$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10½c; British manila, 8½c; lath yarn, 3c.

Sheet Zinc—Casks, \$8.75; broken lots, \$9.25.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I.C., \$9.75; I.X., \$11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, \$10.25; ½ box, \$5.50; I.X., full box, \$14.25; ½ box, \$7.50; 20 x 39, I.C., full box, \$13.50; ½ box, \$8; I.X., full box, \$15.50; ½ box, \$9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Prices on wire barbed and annealed and plain are all open and prices cannot be quoted. All wholesalers are open to receive enquiries on wire and it is doubtful if there is much of a contrast in prices.

Paint and Oils.

Inside finishings are in the lead this week from the stand point of orders. Travelers are all out for spring orders and no reports have been received yet as to what the condition of ordering is, but it is feared that orders will not be strong. Prices on turpentine are 85c per gal. in bbls. and 95c in small lots. Linseed oil is unchanged and the demand normal at \$1.15 per gal. raw and \$1.18 per gal. boiled.

Putty and Glass.—The demand for putty and glass is very good as is only natural at this time of the year. The recent snow flurries and lowering of temperature has created a sudden activity in this trade. Putty prices are \$3.15 per 100 lb. drums, \$2.75 per 100 lbs. of 900 lb. casks. Bladder putty in bbls., \$3.15 per cwt. and \$3.40 in 100 lb. cases. Glass twenty-five united inches, \$3.75 per 100 sq. ft.

Lead.—The only change in prices this week is in lead, as corrodors have advanced prices 25c. The quotations are \$6.50 to \$7.50.

J. Brodeur, of McClary's Montreal staff, was indisposed this week, but is able to be at work again.

A night watchman, Alexander MacCauley by name, has been arrested in Montreal, charged with stealing from Lewis Bros. He has only been in the employ of the wholesale hardware house three weeks, but is said to have taken goods of considerable value in that time.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 60.

MARKETS IN BRIEF.

Montreal.

Glass—Up $7\frac{1}{2}$ per cent.

Lead—Advances 25 cents a cwt.

Tin—Up $1\frac{1}{2}$ cents a pound.

Spelter—Advances 15 cents per cwt.

Toronto.

Glass—Up $7\frac{1}{2}$ per cent.

Linseed Oil—Down 3 cents.

Tin—1 cent advance.

Spelter— $\frac{1}{2}$ cent advance.

MONTREAL.

Montreal, Nov. 17.—All around there has been an advance this week. Lead is up. Tin has soared again. Spelter has attained the highest level it has reached in many months. Conditions are serious for in some lines the metal is hard to secure even at the advanced figure.

All through the week great activity has been shown. Lead has gone up, and then declined slightly only to rise once more. The course of lead has been steady—always upward. Spelter too has risen, and copper is much firmer.

A cargo of pig lead arrived at the dock, late in the week, and thus some relief from the scarcity in that line is afforded. As far as spelter is concerned, however, there is practically a famine. But this will change before long, for orders have been filed and the metal should reach the city in a fortnight or more.

Tin.—It was expected prices would be kept down until after the Banca sale, which takes place on November 30. But tin is like the women of whom comedians delight to speak. One never can tell what it will do. Instead of remaining low tin has risen. Now it does not seem there will be a decline until December at least. Handlers are waiting anxiously for a downward movement. A buy on any drop would be wise, they say.

Should a decline come in December, as some think quite possible, it is almost certain to be followed by a strong bull market during January. High prices may be expected at least until the new regulations come into force in February.

Antimony.—There has been a little higher tendency noticed in this metal, but not enough to effect a change in local prices. This is one of the metals in which a scarcity is not being felt.

Lead.—The advances noticed last week have continued with a few relapses. So rapid has been the rise indeed that it was found necessary to put the prices at an even higher level than was indicated in a tentative way in the last issue. At

present the quotations are: Domestic trail, per 100 lbs., \$4.50; bar pig, per 100 lbs., \$4.75.

Some large orders have been placed even at the high terms. Indeed price does not seem to alarm those wanting metal. They have waited, hoping for a drop, and now must buy. They must buy promptly too if they are to avoid the advance bound to come shortly to cover the extra freight rate necessitated by the close of river navigation.

Spelter.—Though European spelter is a little easier, East St. Louis has been on the rise all week, and now stands at 6.45 for large quantities, 15 cents higher than last week. But this is not the most serious aspect of this market. There is practically no supply. "I doubt if you could get five tons of spelter in Montreal," remarked one handler. "We are just holding on until the shipments, which have been on order for some time, arrive."

No large orders are being filled. In fact orders are hardly being filled at all. It is a case of accommodation now. Men get spelter more as a favor than as a purchase.

Copper.—Stocks are low in Europe and from there comes a strong demand. This tends to make the prices firm. No change has been made locally as yet, but it is predicted that a rise will come shortly.

Pig Iron.—The demand is brisk, and the supply fairly satisfactory. But even here the handlers are not relieved of anxiety. They are having great trouble with their cartage, in common with all the large dealers of the city.

TORONTO.

Toronto, Nov. 17.—The tone of the metal market is good. Activity is evidenced in practically all lines and it is quite apparent that the year will end up with satisfactory conditions prevailing. Up to date the volume of business has shown a good increase over 1910, and there is every reason to believe that the pace will be maintained.

Tin.—The local price advanced one cent this week, in accordance with the advances on the London market. It is becoming every day more apparent that the syndicate at London has complete control of affairs and the expectation is that a pretty firm, "corner" will be maintained for the next three months. Just how this will affect prices is hard to say but it is reasonably sure that it will tend toward firmness. At the present time tin has crept back almost to the high level reached some months

ago. It is quite possible that it will again reach 50 cents here.

Antimony.—The situation remains unchanged. So far the limitation of output resulting from the revolution in China has not created any desire on the part of consumers to stock up. There is, in fact, an apathetic tendency noted and sales have not been large. Such orders as have been filled, have been small and apparently intended to fill immediate pressing needs.

Copper.—The improvement noted last week in copper has continued and there is a decidedly more robust tone to the market. Prices are firm and the demand is growing steadily. While no advances have been made it would not prove a surprise if higher quotations developed in the near future. As a result of the reawakened confidence, considerable more interest is being shown all around and the market is being watched closely.

Lead.—The past few weeks has not seen any change in the lead situation. Stocks locally are as light as ever and the jobbers are worrying along as best they can. "We are just making both ends meet and that is all," explained one metal man. "The lead is sold out practically as soon as it is received." The demand is as brisk as ever and there are no signs of abatement. Prices remain firm.

Plates and Sheets.—Business is strong. Some complaints are heard that it is difficult to obtain supplies but the situation is in no sense critical. Prices are firm.

Spelter.—The situation is very much the same as in the case of lead. Stocks are so short that some orders are going unfilled. One house reports that its spelter stock has been reduced almost to the vanishing point and that, to further complicate matters, the demand is growing almost daily in volume. An advance of $\frac{1}{2}$ cent has been made and the present tendency is strictly upward.

Pig Iron.—There is a strenuous effort being made now to get supplies through before the close of navigation. Prices still rule as follows: Canadian Foundry, No. 1, \$19, and No. 2, 50 cents a ton less. Old Country iron is quoted at \$19.50 for Middlesboro No. 3, and \$20.25 for Clarence No. 3; Summerlee No. 2 is \$22, and Cleveland No. 1, \$20.50. Jarrow and Glengarnock irons are at \$20 and \$22 respectively.

Old Materials.—Prices are quoted as follows:—Heavy copper wire, $10\frac{1}{2}$ c to 11c; heavy yellow brass, $7\frac{1}{2}$ c to $7\frac{3}{4}$ c; heavy red brass, $9\frac{1}{4}$ c to $9\frac{3}{4}$ c; heavy lead, \$2.90; light copper and bottoms, $9\frac{1}{4}$ c to $9\frac{3}{4}$ c; tea lead, \$2.40; machinery cast iron, No. 1, \$14; No. 1 wrought, \$10; malleable No. 1, \$8 to \$10; miscellaneous steel, \$6 to \$7; stove plates, \$11.

HARDWARE MARKETS

MONTREAL.

Montreal, Nov. 17.—Snow, which has begun to fall in Montreal on Tuesday night, and which has fallen throughout the townships off and on all through the week, has had a stimulating effect on the trade. Seasonable goods have been in great demand, while the sight of the beautiful has made retailers think more and more of the approaching Christmas rush.

Wholesalers are encountering a lot of difficulty with the cartage companies. There simply are not enough drays in the city to give a proper service. On all sides men are complaining of this. One jobbing firm received an order for bolts. These were not in stock, and the rolling mills, while able to supply them, was not able to promise prompt delivery. The jobbing house tried three carting companies, and finally had to get a cab to carry the bolts to the dock.

Seasonable Goods.—When Montrealeers waked on Wednesday, they saw snow lying thick on the ground, and snow still falling. It looked like winter, and it began to feel like winter, to the sales managers of the jobbing houses, when city dealers' orders for snow shovels began to pour in. Many retailers were caught without a proper supply, and they besieged the wholesalers, demanding prompt delivery. Carriage heaters, too, have commenced to go more rapidly, since the cold weather has come. There is also a great demand for weather strip. Wholesalers, indeed, seem to find difficulty keeping a good supply of this on hand, having been forced to send several supplementary orders to the manufacturers.

Christmas Goods.—Trade in the class of goods suitable for presents is becoming brisker every day. This past week has seen a good demand for cutlery, case goods and plated ware. Razors and specialties, are also moving finely. Everything seems to indicate that the retailers are getting in the field on time.

Household Goods.—Just at present the demand is large, many dealers being anxious to get their orders filled before navigation closes. So the shipping departments of the various jobbing houses are being kept busy.

Building paper too, is moving well. It also is being carried by the boats in large quantities. Trade in this line will likely fall off after navigation closes, but a fair demand is expected, practically the whole winter through.

Sporting Goods.—As might be expected, the demand here is becoming larger and larger. Skates are wanted on all sides. Snowshoes are beginning to move now. Skis are being shown in

retailers' windows, and are being ordered from the manufacturers and from those jobbers who handle them. Sweaters, are being ordered largely. These goods have been found appropriate for the Christmas season.

Builders' Hardware.—For door springs, door checks, and similar lines, good orders are being received. The great season for trade in builders' hardware, is, of course, the spring; but there has been a fine business done all fall, and it seems this will continue for some weeks yet.

Heavy Hardware.—The prices of iron pipe, which were reduced a fortnight or more ago, presumably to meet the lowered price level fixed in the United States, may be raised again shortly. The reduction in the States was due to a reduction in the cost of raw material. Now raw material has gone up once more, so it is expected the United States mills will increase their prices, and that the Canadian mills will not be slow in following.

Bolts, at the present time, are exceedingly scarce. The northwest trade came in late, and depleted the stock to some extent. Conditions will become easier after navigation closes.

Cement.—The demand keeps up well in the city, though the frosty weather has tended to stop much of the buying from the country districts.

TORONTO.

Toronto, Nov. 17.—All that has been needed for some weeks back to bring the activity in hardware circles up to the highest pitch was a spell of cold weather. The cold weather arrived this week. Local wholesale houses, as a result, are now working overtime.

A full seasonable demand is felt in winter and Christmas goods. In no respect, however, does trade in these lines bulk larger than the business being done in other departments, for all lines are exceptionally busy.

One jobber stated to-day that his business had made an advance over last year every single month so far. This was marked in the winter and spring months; during the summer trade just a little better than held its own, in August it picked up wonderfully. September and October proved record-breaking months in every sense of the word. With just November and December to be heard from, and conditions as good as ever, it becomes morally certain that the year's total will show a material increase over the preceding year.

Seasonable Goods.—There is a big rush of shipments on at the present

time. Orders booked for December 1 delivery, some placed as early as the spring, are now being rushed out. The cold weather and snow have created a retail demand for snow shovels, horse blankets, sleigh bells and heaters, etc. The ash-sifter is an article very much in demand.

Christmas Goods.—The demand for cutlery is brisk. All lines of goods, which are suitable for the holiday trade are now selling briskly, although the jobbers state that the amount of business being done is still comparatively small. A marked feature is the call for cut glass and brass goods. "The experience of the past few years must have taught the retailer that there is a good trade to be had and a large profit," commented the sales manager of one house. "The demand has been growing year by year."

Household Goods.—There is a steady call for all lines. Graniteware is in demand and all lines of tinware are moving out in goodly bulk. Aluminum utensils are having a brisk sale, presumably for the holiday trade.

Builders' Hardware.—The demand for builders' hardware keeps up although the bulk comes from Toronto dealers. The outside dealers are pretty well stocked up. So big is the retail demand, however, that quite a number of good sorting orders have been received. Building paper and roofing are selling as briskly as ever. The call for tools has been seasonably good.

Heavy Hardware.—Orders are still being booked and the jobbers report a satisfactory volume of trade. Prices remain firm. Price quotations are:—Discounts on carriage bolts, $\frac{3}{8}$ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and $7\frac{1}{2}$.

Sporting Goods.—The cold weather has brought along an active demand for skates, hockey sticks, etc. Shipments are now demanded by the retailers who find that the season is getting a little ahead of them. There is still some call for guns and ammunition.

PAINT CATALOGUE.

G. F. Stephens & Co, Winnipeg, have issued a fine series of new booklets to the trade in the interests of their paints, varnishes, brushes, and decorators' sundries. Their Illustrated Trade Catalogue No. 8, which is a fine book of 116 pages, is the most pretentious of the series, while the Brush Book No. 9, is also very complete, containing many illustrations. Another booklet "Stephens' Paints and How to Use Them," is full of practical suggestions for the paint dealer, both in the selling and application of paint.

Stoves, Furnaces and Cooking Accessories

Result of the Stove Window Contest

The Winners Announced—The Displays Made by Successful Contestants Were Effective and Unique—Some Good Ideas Were Introduced.

Prize winners

1st.—O. H. Lewis, with W. W. McCubbin, Oak Lake, Man.

2nd.—Ollie A. Nichol, with St. Mary's Hardware, Ltd., St. Mary's, Ont.

Some weeks ago Hardware and Metal announced a stove window contest, offering two prizes for photographs of the best window trims submitted. The contest aroused considerable interest and proved an incentive to more ambitious efforts in the matter of window displays.

Stoves do not readily lend themselves to window display. They are, in the first place, so large that they use up practically all the space in the average sized window. The window dresser requires to be a person of some ingenuity if he desires to achieve a unique effect. Nevertheless, all the photographs submitted in this contest contained proof of much care and ingenuity on the part of those who had done the trim-

ming. Each display contained an idea in itself unique and effective. The judges, therefore, had some difficulty in arriving at their decision.

Photos Not Good.

The most unsatisfactory feature of the contest was the inability shown to secure good photographs of the windows. A store window is probably the most difficult thing known to photograph. The reflection on the glass brings to light in the picture only too frequently a jumbled mass of buildings and telegraph poles reflected from the other side of the street.

A number of the photographs sent in were far from clear and the work of the judges was, therefore, rendered more difficult. Certainly, however, the contestants did their best to secure good pictures. One ambitious clerk submitted no fewer than five views, taken by himself at different times, and sent in in the order of their taking. The photos showed a steady improvement, the series beginning with one that was indistinct and quite blurred and ending with a fairly clear view.

Terms of Contest.

Before announcing the results, it would be wise to give a summary of the conditions governing the contest. Two prizes were offered; first prize, three dollars in cash; second prize, copy of "Window Dressing Manual" or "Hardware Window Dressing."

Contestants were required to submit photographs of their window displays and a brief description of the display. A description was required of special features, together with the underlying reasons for them.

First Prize Winner.

After due consideration, first prize has been awarded to O. H. Lewis, with W. W. McCubbin, Oak Lake, Man. Mr. Lewis had arranged his display with painstaking attention to detail and the result was a complete and striking trim. The central idea of the display was good. That the window proved effective is evidenced by the accompanying letter of description:

"From the photo enclosed, you will see that I tried to represent a drawing room. I papered the background with wall paper. On the floor was a rug. At one side a base burner was placed; at the other a small table, with books and a reading lamp. The corner behind the table was occupied by a stand containing fancy ware. Behind the heater, but quite visible from the street, was a coal hod. Above the hod was a placard, with the inscription:

"With this hod of coal this base-burner will burn twelve hours."

"In the centre was an easy chair occupied by figure. Pictures were hung on the walls to give a home-like appearance. I had red tissue paper inside the heater and a lighted lamp inside of that. (Having no other appliances.) This made the stove look nice and warm. In front of the heater was a card, "Hot stoves for coldest days." All the way across the background was a sign, printed in white letters on a black background: "Summer's Heat in Winter's Cold." At nights I lit the reading lamp and shut off all other window lights, so that it would look just like a room.

"It has certainly drawn a great deal of attention for a small town with a population of 500. You will see from my picture that the windows are not very large so I tried to arrange it accordingly."



Display in the Store of W. W. McCubbin, Oak Lake, Man., Dressed by O. H. Lewis, Awarded First Prize.

Second Prize Winner.

Second prize was awarded to Ollie A. Nicol, with the St. Mary's Hardware Ltd., St. Mary's, Ont. Mr. Nicol's display showed a range with the doors open or removed to demonstrate the construction. The idea of the window can possibly best be shown by quoting from the descriptive letter that accompanied it.

"When exhibiting a range," writes Mr. Nicol, "I believe that all the working parts should be exposed, with neatly printed cards hung on each. In a frame to the side of the window, was the following notice: 'Reasons why you should buy "ranges." Among the reasons, indicated on the cards were: "Semi-steel fire-box linings," "Easily removed grates," "Extra strong lids," "Enameled reservoir," "Large ash pan," "Handy cleanout," "Correct thermometer," "Nickel plated oven," "Handy direct damper," "Warming closet."

"I had a small tea-pot on one of the shelves and a nickel-plated kettle on the stove. Linoleums were used for a background with some neatly arranged tea pots in the front of the window to take away the bare appearance."

"Outside Salesmanship."

Mr. Nichol supplemented the effect of the display by personal efforts. He writes:

"Many have stopped to read these cards. Some have come into the store to enquire about the stove. When I am not busy with customers I occasionally go to the front of the store, when I see people looking in the store window, and accost them with a cheery, 'How do you like that one?' or, 'Could I send

one of those down to you?'" and in this way open up a conversation. Those who appear interested I always ask if they could spare a minute to see through our

stove department. Ten to one they consent. In this way, I have been able this fall, to sell stoves that no doubt would never have been bought this year."

Progressive Measures by Retail Stove Dealers

Methods Adopted to Push the Sale of Heating Goods—Key Contest Concluded—Orillia Firm Holds Demonstration—New Store Opened at Campbellton, N.B.

A review of the efforts being put forth at the present time by progressive stove dealers in different parts of the Dominion will be interesting to all who give thought to the problem of improving their stove trade.

J. Funk & Co., of Herbert, Sask., believe in the power of printer's ink. They are using full-page space in the local paper and are devoting their whole advertising efforts to pushing the stove campaign. In the current issue they say: "What you now require is a really first class stove. Get the idea out of your head that any old thing will do, as to insure safety and comfort, you must have a GOOD STOVE. Not only do you require a good stove but a glance over our cooking utensils will convince you that you require several new pots and pans, etc. We carry a full line of all utensils of the very best quality. Everybody welcome to inspect our stock."

The advertisement is well illustrated.

Held a Demonstration.

On Tuesday of this week, a range demonstration was held in the store of Phillips & Co., Orillia. In announcing the demonstration, they made the state-

ment that "the manufacturers of ranges claim that, by using one of their ranges, you can get more heat on one half the fuel than by any other." There was a good attendance.

Key is Found.

The key contest, conducted by J. A. Anderson, of Drinkwater, Sask., has been concluded. Mr. Anderson announces: "We wish to thank our many customers who have helped to make the key competition a decided success and we heartily congratulate Mr. H. L. Stromberg on his securing the prize range."

The offer of a range free to the finder of the key attracted much attention and has advertised his store considerably.

A New Store.

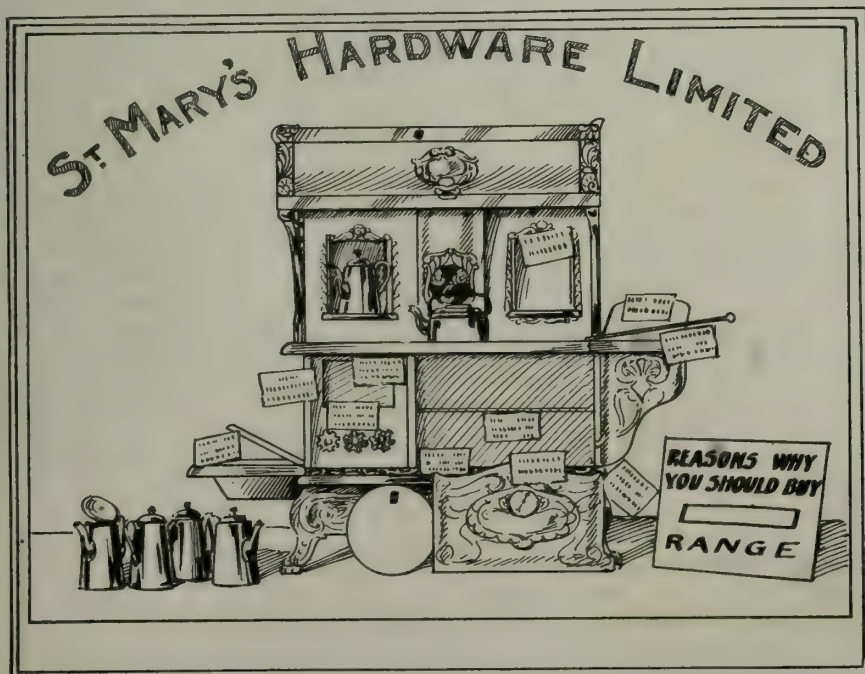
A. H. English, Campbellton, N.B., has opened his new store on Main Street and is making a special effort to capture a big share of the heating business, having secured the exclusive agency for a well-known make of ranges. He is announcing this fact in a column reader under the caption, "Stove News."

Mr. English has put in a complete stock of kitchen utensils which, he believes, will assist him in the sale of his stove stock.

C. C. Ballantyne, vice-president of the Sherwin-Williams Company, has been elected a director of the Merchants Bank of Canada, in place of the late C. F. Smith. It is rumored that his many business calls may necessitate Mr. Ballantyne's resignation from the Montreal Harbor Commission which has done such splendid work in the last few years. Mr. Ballantyne, however, will not resign this post until the work which he and his colleagues have started has been brought to completion.

While unloading one of Starke, Seybold Hardware Co.'s wagons, in St. Peter st., Montreal, Saturday morning, Henry Sherman had two ribs fractured.

Walter Scott, who has been doing Ontario for Meakins & Sons, Ltd., of Hamilton, has been removed to Winnipeg to be resident agent there for his firm.



Plan Followed by Ollie A. Nichol, Second Prize Winner.

STOVE AND HEATING MARKETS

MONTREAL.

Montreal, Nov. 16.—Steady ordering, such as is to be expected at this season of the year, is now reported. Some dealers state that the heaviest call is for ranges, while others note a stronger demand for heaters. All agree that only a few furnace orders are being received now. The call for these, and it was a strong call, has been met.

For kitchen ware, stove pipes, etc., heavy orders have been received. Indeed, from now until navigation closes, on or about November 25, it is expected the shipping departments will work hard on this line of goods. Orders for such supplies are coming in particularly large numbers from Quebec.

At present the manufacturers are being bothered to some extent by calls for stove parts, needed for repairs. Such a demand always arises at this season. There is little money in it, but despite the worry entailed, the call has to be met.

Collections are reported in a better condition than they were last week. Even in the West, where there has been some delay in threshing, payments are said to be fair. Settlement will be a little slower, in parts, than it has been in the past, but no alarm is being felt.

Ranges.—Those who have delayed buying, are now coming upon the dealer with requests for prompt delivery of a cooker. The dealer is, therefore, sending in his orders to the manufacturer, also urging that shipment be made at once. For the most part, this can be done better than a few weeks ago, though still some of the houses admit that they are behind with their orders.

Oak Heaters.—The cold snap, the snow, which has fallen quite heavily in some parts of the province, and the general winter feeling which is in the air, has made all realize the need of heaters. So the retailers have been called upon to meet a demand greater than that for which they were prepared. They, therefore, have been sending supplementary orders to the manufacturers. Shipment is being made promptly, in this line, and conditions are generally satisfactory.

Base Burners.—The demand for this line has come largely from the West. Dealers there have already got in the great part of their stock, so the orders being received now are not of large size.

Furnaces.—Here the heavy ordering has subsided. Some orders are still being received, and for these prompt delivery is wanted, but the majority of the business in this line is over. The cold weather is here. The furnaces are being used now rather than being sold.

Kitchen Furnishings.—From those places which get their supplies by water, orders are coming in rapidly. They are large orders too, the wholesalers and retailers both being anxious to get a supply of the stock lines while transportation is cheap.

But the lines which are in demand the year round, are not the only ones being ordered now. There is a strong call for nickle-plated tea pots, trays, and similar articles, suitable for the Christmas trade. The demand comes from all parts of Canada, and is expected to grow to even greater proportions in the coming weeks.

TORONTO.

Toronto, Nov. 17.—The easier conditions on the stove market noted last week is no longer in evidence. The cold weather has brought along a rush of late orders and the manufacturers are at their wit's end, literally, to satisfy the demands of insistent customers.

The writer visited one office to-day to find the show floor practically dismantled. The stoves had been taken out to help fill the orders. "We have to take extraordinary means now," explained the manager, "to meet the demand. It is surprising what a change a few days of real cold weather will bring."

Ranges.—The demand is as brisk as it ever was. Orders come in with every mail, and it is quite apparent that the retailers are doing a thriving business.

Oak Heaters.—This has been a record year for oak heaters. Although a busiest time should ordinarily be earlier in the season, shipments continue as heavy as ever. The demand is particularly large in the north and north-western sections of the province. There is still a shortage in the better grades of oak heaters, and even the cheaper stocks are getting low now.

Base Burners.—It takes a good cold snap to "hurry up" the demand for base burners. Many people apparently leave off ordering until the actual necessity is felt. The severe weather this week has brought business along with a rush. "We have received more orders this week," said one man, "than during any previous two weeks. Smaller size base burners have been largely in demand in the City of Toronto." It is estimated that the business done so far has been materially in excess of last year's records.

Furnaces.—The furnace situation presents no new features. The demand is still largely in excess of the supply. One local firm were compelled this week to refuse orders on which immediate de-

livery was required, as they found it would be impossible to fill the orders before the end of the month. "It will take us until the end of the month at least," the manager explained, "to clear off the orders we have on our books. Until that is done, we cannot very well fill new orders for immediate delivery."

It is still found hard to secure furnacemen in some sections. Good men are very much in demand.

Canada Plates.—There is a heavy demand at present, and business should continue just as brisk until the end of the month at least. Supplies are not coming forward from the Old Country as readily as could be desired. One local firm were expecting a large shipment this week, but so far have received no advices, so that a long delay is feared. Luckily, they are fairly well stocked.

Kitchen Furnishings.—There is a steady tone to business. Heating accessories are in firm demand, and the supply men report that they have as much business as they can conveniently handle.

DEALERS SHOULD HELP THE MANUFACTURER.

Montreal, Nov. 17.—Even a good stove gets out of order sometimes, and at this season of the year a good many repairs have to be made. These necessitate the securing of new parts, and orders for these have to be sent to the manufacturers. There is little money in filling such orders, but the stove men naturally feel that they must meet the demand. They do think, however, that the dealers sending the orders should make the work of finding the parts as easy as possible.

"You have no idea how careless some of the dealers are," remarked one manager of one manufactory. "To-day, we received a dozen or more requests for parts. Only two or three of them gave the numbers. That meant we had to search through our catalogues before we could discover the exact part wanted. It takes time to do that. It takes so much time, indeed, that we actually lose by filling these orders."

Not one, but practically all of the manufacturing houses report this kind of carelessness. They admit that it is difficult for the dealers to find the numbers for some of the parts wanted, but they do hold that an effort should be made to send this along with the order. Thus, would not only the manufacturer be benefited, but the purchaser, as well, for it would insure more speedy delivery. Speedy delivery to the retailer means prompt service for the customer; and prompt service means satisfaction and repeat orders.

Methods of Retailing Paints and Varnishes

The Retail Dealer and the Master Painter

Should Trade With Master Painters be Done on Cash Basis?—
The System of Credits Originated and Carried Out by One
Dealer—Painter and Dealer Should Co-operate.

"I want to run my business on a cash basis, but I do a big paint trade with master painters and this has always been done on account. I have accounts with every master painter in town and do not wish to lose their trade."

The above is an extract from a letter received by Hardware and Metal. It opens up an interesting phase of the conduct of the paint department. A good proportion of every paint dealer's business is with master painters and, in a very large percentage of cases, this business is done on a credit basis. The painter orders what he requires as necessity arises and pays for it weekly, monthly, or just whenever the dealer can get him to the "settling point."

The hardwareman should not allow this to deter him from putting his business on a cash basis. There are certain departments which cannot be operated on the same plan as the rest of the store. There are, for instance, stores which are run strictly on the cash plan with the exception of the builders' hardware trade. As the bulk of the business in that line is done with contractors, it is necessarily on time. Many cash hardwaremen have plumbing and tinning departments, which cannot be operated in that way. If necessary, an exception could be made in the case of the master painter. His trade is more or less of the contract order.

One Dealer's Plan.

There are precedents to prove that the master painter's custom can be secured on the cash basis, if the dealer so wills it. The writer was discussing this very point not so long ago with a hardwareman who had two years before changed from credit to cash.

"When I decided to change," he said, "the paint question bothered me not a little. I had a big business with the master painters of the town, and it was practically all on the time plan. They sent their men in to get what they wanted and I rendered bills every month. Sometimes they paid, sometimes they didn't. However, I was anxious not to lose this business.

"But finally I decided that I would put everything on the same basis. I recollected that I had been doing a lot of advertising and that the makers of the brand of paint, I was carrying, had also done much to familiarize the name with the public. I had plenty of customers who had used the paint and found that it suited them. It struck me that I could hold most of my trade and I took the plunge. The master painters were informed that they would have to come down with the hard cash the same as the rest of our customers. Some balked on that proposition. They went to other dealers, prophesying that I would soon have to throw paints out of my store. But they came back. They found that I had created a demand for that one brand of paint and that some of the people, at least, insisted on it."

"I do as much business as ever," he concluded. "Formerly a certain percentage of the business proved a loss. My losses now are nil."

Limit the Credit.

It is probably true, however, that many dealers do not feel they are sufficiently established in the paint field, to refuse time to the master painters. In such a case it is well to carry out some system of credit which would prevent any customers from "getting into" the dealer for more than he (the customer) is ever likely to be able to pay.

A Good System.

The best system of this nature, which has come to the attention of the writer, was that followed by a Western Ontario dealer. One section of his filing cabinet was devoted to the master painters. Each painter had an envelope and records were entered thereon of every transaction. Every pint of paint sold and every cent paid was entered, together with any particulars which might be deemed likely to affect future transactions. By consulting these records, the dealer could tell how much business each master painter did with him, what percentage of it was cash, how long he generally had to wait for his money and what difficulty he had in making collections.

A System of Credits.

By studying out the record of the facts thus compiled, he had been able to arrive at a fairly accurate estimate of each one of the master painters on his list, and had arranged a credit basis for each one. For instance, John Smith on past experience could be allowed to run \$40 in arrears—but not a cent more, with any degree of safety. When the said John Smith got close to that limit, the proprietor would see to it that the amount of his indebtedness was reduced before any further credit was allowed. The same plan was followed out with reference to the length of time allowed to elapse. The slow pay element were never allowed to forget for any length of time the fact that they had a good-sized bill clamoring for settlement.

Each man's standing on the credit books was amended as circumstances permitted. If John Smith became harder than ever to get money out of and more inclined to run his bills up, the amount of credit and the length of time, to which he had formerly been entitled, was promptly and unsparingly reduced.

This plan worked out exceptionally well. The dealer in question suffered losses but they were few in number and comparatively small.

Trade Worth Having.

The trade of the master painter, when conducted on a basis fair to both sides, is well worth trying for. The painter undoubtedly has a big influence with his customers in deciding what paint is to be used. He can "boost" or "knock" any dealer, according to circumstances.

In trying for the trade of the master painter, there is one main consideration to be borne in mind. The best way to get that trade is to build up a demand for paint—for any kind of paint, your own preferably. The dealer who "keeps everlastingly at" the public on the score of paint will find that the lion's share of the business, including that of the master painter, will drift his way. Assist the painter in the very necessary work of educating the public and he will co-operate with you to the extent of using and instilling belief in, the make of paint you sell. It will be as much benefit to him as to you if your trade grows large, for a live retail dealer, is the biggest help that the painter can have.

Paint Pigments High in Price

Scarcity of Pig Lead Has Boosted White Lead to Unusual Price—White Zinc is at Highest Price in History of Paint Trade—Despite Lower Figures in Linseed Oil, Cost of Making Joint is Higher.

The situation now existing in the paint grinding industry, is one which is likely to cause misunderstanding between buyer and seller unless conditions are thoroughly studied in their many phases.

Just at present, a low price is ruling on linseed oil. For this reason the retail dealer is likely to believe that prices on mixed paints should be lower. When he reads in the market reports, that prepared paint prices will not decline but, on the contrary, are likely to advance, he is at a loss to understand stand why this should be, and he may even think that his manufacturer is trying to hold him up.

Linseed Oil Lower.

So far as linseed oil is concerned, the dealer is correctly informed. During the past couple of weeks, an important decline has been brought about in linseed oil values, due in a large measure to heavy shipments from Argentine. As to future prices, it is difficult to make any predictions but prominent authorities are of the opinion that the prices quoted for January-April and May-August positions, discount the utmost favorable conditions, both as to the Argentine and Indian crop.

The Canadian and United States crop figures are now pretty well assured, and it is quite safe to say that United States will not produce over 15,000,000 bushels nor Canada over 5,000,000. Whether all of this seed will be marketed is, at the present time, very doubtful, the recent cold weather in the Canadian West having come at a time when a large part of the unthreshed seed still remains in the fields, owing to wet weather having prevented earlier harvesting.

English prices for May-August delivery are now in the neighborhood of 80 cents for raw, in carload lots, which is a very important decline from the price ruling for the past year and a half or two years.

No Decline in Prepared Paints.

It is upon these facts that the retailer bases his expectation of lower prices for prepared paints. As a matter of fact, manufacturers generally, have been considering the advisability of raising their quotations, as other important raw materials have advanced to a greater extent than linseed oil has declined.

Readers who have followed the metal markets in Hardware and Metal, are aware of the great scarcity and conse-

quent high prices of pig lead. Canadian smelters have produced practically no lead, this year, owing to labor troubles, and foreign lead also has been very hard to procure. As a result, pig lead is now at an unreasonably high price level, and of course, white lead has been forced up accordingly.

To make things worse for the grinders, zinc spelter is now quoted at a record price, and is almost unobtainable, with the natural result that white zinc is higher than was ever hitherto known in the paint trade. The cost of doing business, too, has increased greatly.

It will be remembered that when linseed oil climbed to record heights last spring, the manufacturers of prepared paints did not advance their prices accordingly. For some time past, they have been doing business on a small

margin of profit. "If this year's conditions were to be permanent," said a large manufacturer to Hardware and Metal, recently, "the margin of profit would not permit of the paint manufacturer remaining in business."

Decline Would Seriously Affect Dealers.

From the dealers' standpoint, a reduction in paint prices would be a very serious matter as many of them are stocked up with high priced goods, and a lowering of prices by manufacturers would reduce the value of stock in the same proportion. It would also give the dealer who happened to have a small stock on hand, an advantage over his competitor.

It would thus appear that, while from the manufacturer's standpoint, a lowering of prepared paint prices is a practical impossibility, such a contingency would not even be in the best interests of the average dealer. At all events, the present high price of paint pigments seems to preclude all possibility of lower quotations on the finished product, despite the decline in linseed oil.

Up to Government to Rectify Mistake

Glass Handlers Will go to Ottawa and Urge Minister of Customs to Repeal Order, Whereby Duty Has Been Paid Upon a Higher-priced Glass Than That Which Canadians Buy—If Relief is Not Given it is Said a Further Increase in Prices Will Result.

Montreal, Nov. 17.—The present advance in the price of glass, while not cheering to those who use the material in large quantities, is yet the natural result of a higher price level struck in Belgium. But it is stated by the handlers that there may be another advance. Not the advance which will come when river navigation closes, and when more expensive transportation ensues; but an advance due to a mistake. Against this all interested in glass will protest. The glass handlers therefore will have the support of many influential people when they go to the Minister of Customs asking that an increased rate of duty, imposed before the recent elections, be changed.

Inspector's Error.

From what can be learned the old government sent its resident inspector from London to Charleroi, Belgium, to investigate the glass conditions there. He reported that the Canadian handlers were not paying duty upon a high enough scale. The glass, said the inspector, cost so much, and the Canadian handlers were only paying duty upon a lower figure.

It sounded well. The government, anxious not to be cheated, issued the ultimatum that the duty thereafter should be

paid upon the higher price level.

But it was one of those cases where some one had blundered, and that some one appears to have been the government inspector, resident in London. He had gone to Belgium and found the price at which glass sold there. He had taken it for granted that this was the figure Canadian handlers paid, and he reported this figure to the government.

Wrong in Some Details.

Here is where the mistake occurred. The inspector was right in the price he reported to the government at Ottawa. He was right in the lower price he mentioned, as that upon which Canadian handlers paid duty. But he was a little wrong in details. The price which he said was that upon which duty should be paid was that paid for glass by Belgian handlers. The Canadian handlers buy a cheaper grade, a grade not extensively used by Belgians, and for which the price asked is exactly that upon which Canadian handlers have paid duty.

So, the order that Canadian glass dealers should pay duty upon the higher price of glass, was in reality an order that they should pay duty upon a grade of glass which the Belgians buy. That has already meant a great loss. It will

Wise Dealers Handle the ML Line Because They are Honest Goods That Build Trade.

ML Paints—make good because they are made good—there's 19 years of practical experience mixed into them. ML Paints defy weather and last, and last, and last!

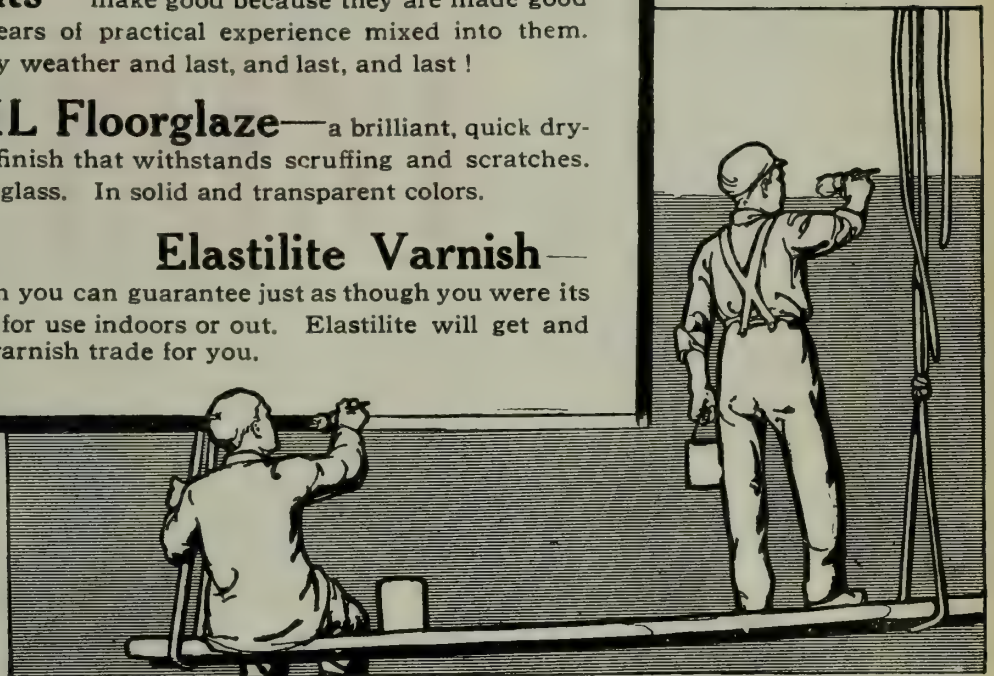
ML Floorglaze—a brilliant, quick drying, flint hard finish that withstands scruffing and scratches. Washable like glass. In solid and transparent colors.

Elastilite Varnish—the one varnish you can guarantee just as though you were its maker. Good for use indoors or out. Elastilite will get and hold the best varnish trade for you.

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For Aggressive Dealers
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Paint Proposition.

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Simply superior quality Paints and Paint Specialties backed by 76 years' reputation plus the most complete and effective series of selling helps that has ever been devised and offered by any paint manufacturer.

WRITE FOR PARTICULARS.

PINCHIN, JOHNSON & CO. (Canada), LIMITED

377-387 CARLAW AVE., TORONTO



mean an increase in prices and an injustice to all if it is not remedied.

Deputation to Secure Relief.

The handlers have discussed the situation. They have determined that the best course is to seek redress immediately from the present government ;

and with that end in view, a delegation from those interested in Montreal and Toronto will wait upon the Minister of Customs. He will be able to take the question to the Cabinet. Relief is needed, and it is needed without delay.

and jobbers are, therefore, well satisfied.

An advance in glass has provided the feature of the week. It is not unexpected, as the price of glass has been universally acknowledged as too low.

Linseed Oil.—Three cents more were taken off the price of linseed oil this week, making the quotations 97 cents for raw, and \$1 for boiled. This decrease comes in the face of a continued shortage in oil. The crushers are now believed to have plenty of seed, but as it is just recently that such has been the case, they have not yet caught up with their orders. A Toronto jobber expected a car load to-day—70 barrels. He received 10. This condition of affairs has existed for some time, orders being filled on the installment plan. It follows, then, that the reduction has been the result of the quotations prevailing in England.

There is a first-class demand at the present time for oil.

Turpentine.—The local quotation is still 68 cents. This figure is low for the time of year, but conditions on the primary markets are such that the supply has been keeping well ahead of the demand. There is, at that, a brisk demand being felt locally.

Glass.—The long expected advance in the price of glass has been announced. For some time it has been recognized that the figure secured was too low, in view of the cost of glass. The advances made cover all grades, and vary according to quality and size, but on the average, it runs somewhere between 7½ and 10 per cent. This increase does not, in the opinion of some, at least, put glass where it should be. "I would not be surprised if there were another advance before the end of the winter," said one man.

Putty.—Trade in putty is brisk. It is expected that navigation will close shortly, and good business is being placed in anticipation of the change. Prices have remained firm. Standard putty is quoted as follows: Bulk, in casks, \$2.20; in 100-lb. drums, \$2.25; in 25-lb. drums, \$2.65; bladder, in barrels, \$2.75. Pure putty prices remain the same: Bulk, in casks, \$2.50; in 100-lb. drums, \$2.80; in 25-lb. drums, \$2.90; bladder in barrels, \$3.

White Lead.—The price of white lead has remained firm. Despite the rather rapid upward progress of the last few months, a still further advance would not create any wide measure of surprise. The grinders do not seem at all anxious to get business at the present quotations. In fact, the local jobbers declare that they find it hard to secure supplies for that reason. A splendid business is being done in white lead at the present time. Retailers are buying in large bulk.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Nov. 16.—Trade generally is satisfactory, though the situation is far from easy. There is no quarrel with the demand. Even the prepared paint, which was expected to drop off, has sold exceptionally well this past week. Dealers and wholesalers both are evidently stocking largely for the coming winter months. Apparently they do not intend to let the paint trade hibernate until spring comes again.

In lead and linseed oil the trouble is with the lack of supplies. No further advance has been made in lead, but it is far from unlikely that one will be made. Linseed too is difficult to secure, and an advance may take place shortly.

The expected jump in the price of glass has come—come sooner than was looked for. The general impression was that the higher level would not be fixed until navigation closed, but the advance in Belgium has forced action on the handlers here. This may not be the last advance. Much depends upon a petition which the glass men will shortly take to the Minister of Customs.

White Lead.—As far as prices are concerned there has been no change in the situation. But those making white lead are waiting with their hand on the English pig lead pulse. The market in the old country is strong. Local handlers of pig lead have been compelled to raise their prices again. They state frankly that another increase will certainly be made as soon as the river navigation closes. All these things seem to presage another rise in white lead. Raw material is hard to secure, even at the high prices. That the finished product will remain at the present figures, therefore, is exceedingly unlikely.

Prices as now quoted are: In one ton lots, \$6.60 per cwt.; five ton lots and upward, \$6.45; for shipments of less than a ton, \$6.75, f.o.b. Montreal.

Putty.—Some large orders for putty are reported. Business in this product has been excellent all fall. Prices remain stationary.

Linseed Oil.—There is a scarcity here. Flax seed is being bought but not in large quantities, and but little is being crushed—not nearly enough to meet the demand. Handlers are unwilling to sell

in large lots. One firm puts two barrels as the limit. Another refused to fill an order for 3,000 gallons. But serious though the position is, it is not so grave as that of white lead. With linseed oil relief is in sight, for with the marketing of the new flax seed crop more oil will certainly be placed upon the market. Quotations are as last week, \$1 for raw, and \$1.03 for boiled.

Glass.—Owing to an advance on the price of glass in Belgium a new price level has been set for Canada. The increase, moreover, may not be the last; for unless the government remedies an error—made some months ago—by which handlers are forced to pay duty upon a higher price than that which they give for their glass, a rise must occur.

The new prices are generally quoted as follows:

Star, United Inches 25, \$2.65 per 100 feet for first break, second break subject to 40 per cent. discount, and remaining breaks subject to 45 per cent. discount.

Prepared Paint.—This line is going more freely this week than for some time past. Large orders have been booked. It seems the wholesalers outside of Montreal, and the retailers too are getting in a supply now which will enable them to meet a winter demand which bids fair to excell that of any previous cold season.

Petroleum.—The rush to fill orders before navigation closes continued. The biggest volume of business of the year is being done right now. Some difficulty is being experienced securing the cartage necessary to fill the orders, but generally deliveries are prompt.

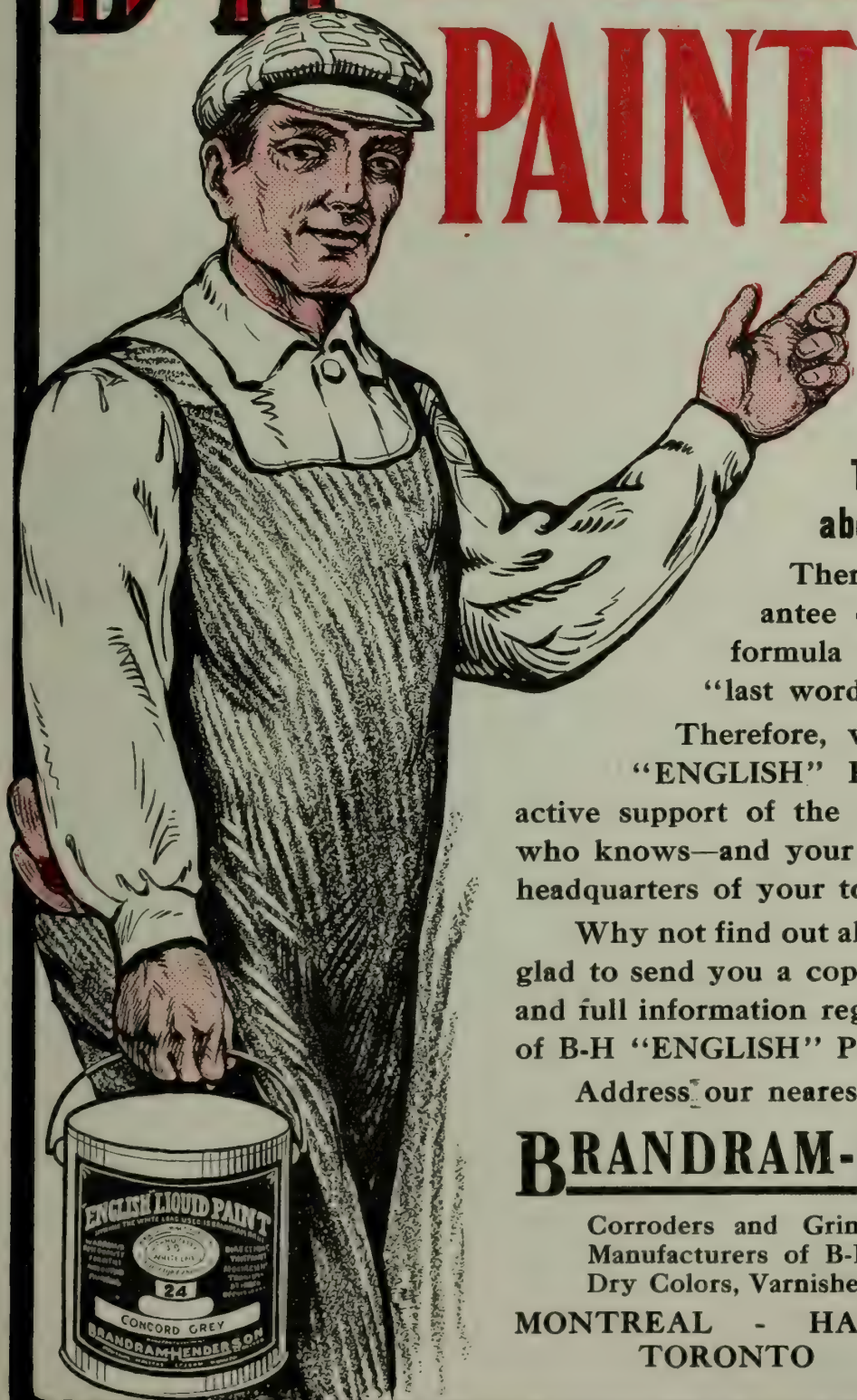
Turpentine.—Here all is quiet. Paint men seem uninterested in turps. The supply at Savannah is good, and prices remain steady at the lower level of 68 cents.

TORONTO.

Toronto, Nov. 17.—Despite the advanced stage of the season, and the cold weather which has prevailed, the paint and oil market has been busy. Demand for turpentine, oil, lead, glass, and such lines has been very heavy; and while the business done in prepared paints and varnishes has hardly been in proportion, the orders received have been well in excess of last year. The manufacturers

B-H "ENGLISH" PAINT

PURE WHITE LEAD	70%
PURE WHITE ZINC	30%
PURE PAINT	100%



There is nothing secret about it.

There is a formula guarantee on every can, and this formula is recognized as the "last word" in Paint quality.

Therefore, when you stock B-H "ENGLISH" PAINT, you have the active support of the practical man—the man who knows—and your store becomes the paint headquarters of your town.

Why not find out all about it? We shall be glad to send you a copy of 1912 B-H Catalogue and full information regarding advertising back of B-H "ENGLISH" PAINT.

Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Corroders and Grinders of White Lead.
Manufacturers of B-H "ENGLISH" Paint,
Dry Colors, Varnishes, Lead Products, Etc.

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IN COUNTER DISPLAY BOXES

ARE CONVENIENT TO HANDLE AND KEEP THE GOODS IN PLAIN VIEW OF PROSPECTIVE CUSTOMERS

The Flat Varnish Brushes retail at 5c., 10c., 15c., 20c. and 25c.



The Flat Paint Brushes retail at 20c., 25c. and 30c. The most advantageous way of handling lines suitable for the Householder.

write for Prices

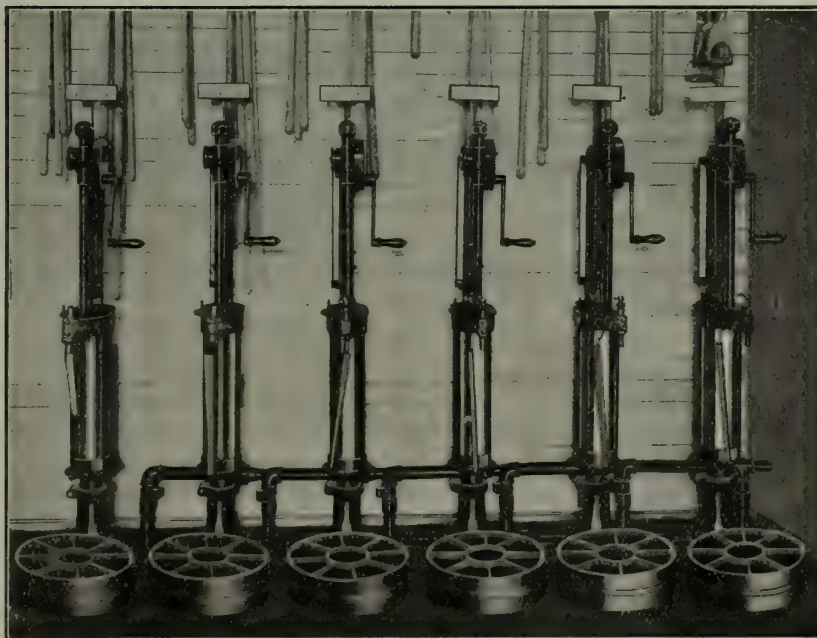
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This is a photograph of an installation made for J. H. Ashdown Hardware Co., Calgary. He will tell you it pays. That is why you should have one. Drop a card for free book No. 15



This system handles Kerosene Boiled Linseed Raw Linseed Turpentine Machine No. 1 Machine No. 2 and it don't waste a drop. That's why it pays.

It's The Way You Handle Paint Oil That Makes Your Profit.

Your competitors are using Bowser Systems in their business. Can you afford to work with less economy than they? The Bowser System will place you on an equal footing. That is why success always follows their installation.

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HARDWARE AND METAL

PLASTER OF PARIS	
Per barrel.....	2 30
FINE TAR	
Half-pint tins, per dozen.....	0 60

PUTTY.	
	Standard.
Bulk in casks.....	2 20
" 100-lb. drums.....	2 55
Bladders in bbls.....	2 75

RED DRY LEAD.	
Genuine, 560 lb. casks, per cwt.....	4 75
Genuine, 100 lb. kegs.....	5 25
No. 1, casks, per 100 lbs.....	4 25
No. 1, kegs, per 100 lbs.....	4 75

SHINGLE STAINS.	
In 5-gallon buckets.....	0 75

TURPENTINE AND OIL.	
	Montreal Toronto
Can. Prime white petroleum gal.....	0 12
U.S. Water white ".....	0 13
U.S. Pratt's astral ".....	0 15
Castor oil, per lb., in bbls.....	0 08
Motor Gasoline single bbls.....	0 17
Benzine, per gal single bbl.....	0 15
Pure Turpentine, single barrels.....	0 72
Turpentine, second run.....	0 60
Linseed Oil, " raw.....	1 00
" " boiled.....	1 03
Rosin, "G" grade, bbl. lots, 100 lbs.....	3 25

VARNISHES.	
	Per gal. cans.
Carriage, No. 1.....	1 50
Pale durable body.....	3 50
" hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak.....	1 50
Furniture, polishing.....	3 00
Furniture, extra.....	1 20
" No. 1.....	0 95
" union.....	0 90
Light oil finish.....	1 35
Gold size Japan.....	3 00
Turp brown Japan.....	1 60
No. 1 brown Japan.....	1 10
Baking black Japan.....	1 35
No. 1 black Japan.....	0 95
Benzine black Japan.....	0 75
Crystal Damar.....	2 50
No. 1.....	2 25
Pure asphaltum.....	1 40
Oilcloth.....	1 50
Lighting dryer.....	0 85
Biocellulose varnish.....	2 25
Copalline varnish.....	2 25
Granite " floor.....	2 25
Jameson's floor enamel.....	1 75
Sherrin-Williams kopal varnish.....	2 50
Canada Paint Co's sun varnish.....	2 25
" "Kranke" interior finish.....	3 40
" "Plint-Lac" coach.....	1 80
B.H. Co's "Gold Medal" in cases.....	2 50
Flatline floor finish.....	3 00
Elastic exterior finish.....	4 25
Stovepipe varnish, 1 pint, per gross.....	8 00
Pure white shellac varnish, in barrels.....	1 75
Pure orange " ".....	1 61
No. 1 orange " ".....	1 30

WINDOW GLASS	
	Size United
Inches.....	Star Double Diamond
Under 26.....	\$4 25 \$ 6 25
26 to 40.....	4 65 6 75
41 to 50.....	5 10 7 50
51 to 60.....	5 35 8 50
61 to 70.....	5 75 9 75
71 to 80.....	6 35 11 00
81 to 85.....	7 00 12 50
86 to 90.....	7 50 15 00
91 to 95.....	17 50
96 to 100.....	20 50
Toronto, 30 p.c. to 30 and 5 p.c.	

WHITE LEAD GROUND IN OIL. Per 100 lb	
	Montreal Toronto
Munro's Select Flake White.....	6 90
Elephant Genuine.....	6 90
Moore's Pure White Lead.....	6 90
Lily Pure.....	6 30
Tiger Pure.....	6 50
Monarch (Windsor).....	6 50
Essex Genuine (Windsor).....	6 90
Brandram's B.B. Genuine.....	7 75
"Anchor" pure.....	6 60
Ramsay's Pure Lead.....	6 30
Ramsay's Exterior.....	5 80
C.P. Co's Decorators' Pure.....	6 30
Crown and Anchor, pure.....	6 50
Island City Decorators' Pure.....	6 50

Western Schedule.
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lb. extra. Contracts as required until 15th May, 1911.

WHITE SING (DRY).	
Extra Red Seal, V.M.....	0 07

WHITE SING IN OIL.	
Pure, in 25-lb. boxes.....	0 10
No. 1, " ".....	0 07
No. 2, " ".....	0 04

WHITING.	
Plain, in bbls.....	0 70
Gilders bolted in barrels.....	1 00

HARDWARE

ADZES.	
Carpenters', per doz.....	12 50 14 08
Plainship.....	18 30 23 00

AXES AND HATCHETS	
Single bit, per doz.....	6 00 9 00
Double bit.....	10 00 12 00
Bench Axes.....	6 75 10 00
Broad Axes.....	22 75 25 00
Hunters' Axes.....	5 00 6 00
'Boys' Axes.....	5 75 6 50
Lathing hatchets.....	4 70 10 00
Shingle ".....	1 45 6 75
Claw ".....	1 70 5 00
Barrell ".....	5 50 6 85

ANVILS.	
Caylor-Forbes, prospectors.....	0 05
Buckworth, per lb.....	0 10

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any loading point east of Manitoba. Net 90 days.
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to cost \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; No. 28 ball, \$1.20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS	
Ford's auger bits.....	30 and 10
Irwin's auger.....	4 1/2
Gilmour's auger.....	60
Rockford auger.....	50 and 10
Gilmour's car.....	4 1/2
Clark's expansive.....	40
Jennings' Gen. auger, net list.....	

BARN DOOR HANGERS.	
	doz. pairs
Stearns wood track.....	4 50 6 00
Zenith.....	9 00
Atlas, steel covered.....	5 00 6 00
Perfect.....	8 00 11 00
New Milo, flexible.....	6 00
Double strap hangers, doz sets.....	6 50
Standard jointed hangers.....	6 45
Steel King hangers.....	6 40
Storm King and safety hangers.....	6 25
Storm King rail.....	4 25
Crown.....	4 85
Crescent.....	6 50
Sovereign.....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.).... 3 25

BARN DOOR LATCHES	
Challenge, dozen.....	2 25
Defiance, dozen.....	2 75
Geff dozen.....	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list	
	Per cent
" " 7-16 and up.....	70
" " Norway Iron (\$3 list).....	60
Machine Bolts, 1/2 and less.....	60, 10 & 10
Machine Bolts, 7-16 and up.....	60
Flough Bolts.....	55, 5 & 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, 1/2 and less.....	60 and 10
Sleigh Shoe Bolts, 7-16 & larger.....	55 and 05
Coach Screws, new list.....	7
Nuts, square, all sizes, 4 1/2c per lb. off.	
Nuts, hexagon, all sizes, 4 1/2c per lb. off.	
Store rods, per lb., 5 1/2 to 6c.	
Store Bolts 80.	

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll.....	70
O. K. paper, No. 1, per roll.....	0 75
O. K. paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, per 400 ft. roll.....	0 45
Plain Fibre, No. 2, ".....	0 37
Tarred Fibre, No. 1, per 400 ft. roll.....	0 55
Tarred Fibre, No. 2, ".....	0 35
Tarred Fibre Oyclone, 25 lb., per roll.....	0 55
Dry Oyclone, 15 lb., ".....	0 45
Plain Surplus, per roll.....	0 40
Resin sized Fibre, per roll.....	0 40
Asbestos building paper, per 100 lbs.....	4 00
Heavy straw, plain & tarred, per ton.....	37 50
Carpet Felt, per 100 lbs.....	2 50
Tarred wood roofing felt, per 100 lb.....	1 80
Pitch, Boston or Sydney, per 100 lbs.....	0 70
Pitch, Scotch, per 100 lbs.....	0 65
Heavy Fibre, 32 & 60", per 100 lbs.....	3 00
2 Ply Ready Roofing, per square.....	0 70
2 Ply complete, per roll.....	1 15
3 Ply complete, per roll.....	1 35
Liquid Roofing Cement, bris., per gal.....	0 15
Crude Coal Tar, per barrel.....	3 50
Refined Coal Tar, tins, per doz.....	1 25
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel.....	4 50
Cape, per lb.....	0 05
Nails, per lb.....	0 05
Net cotton, per lb.....	0 15

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 50 p.c.
Wrought steel fast joint an' loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl.....	1 55 1 70
White Bros. English.....	2 00 2 05
" Lafarge" cement in wood.....	3 40
Fire brick, Scotch, per 1,000.....	23 00 23 00
" English.....	17 00 21 00
" American, low.....	23 00 25 00
" high.....	27 50 35 00
Fire clay (Scotch), net ton.....	5 50

CHALK AND PENCILS	
arpenters Colored, per gross.....	0 65 0 80
" lead pencils, per grs.....	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in, doz.....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lb., 1/2 in., \$6.00; 5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1 1/8 in., \$3.65; 1 1/4 in., \$3.60; 1 1/2 in., \$3.45; 1 3/4 in., \$3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie ends, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHAINS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$12; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.....	2 50
" adjustable, 4 in.....	7 60
Carpenters, 3 feet.....	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lengths.....	3 30
3 " " ".....	4 00
4 " " ".....	5 28
5 " " ".....	7 26
6 " " ".....	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitta, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand).....	1 80
Double sets, each.....	3 25
Unbreakable rail, 100 feet.....	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.....	5 25
Folding handles, 8 inch, doz.....	1 80

DRILLS.

Bit stock drills, 2-32 in., doz.....	
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ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

HAVETROUGHS.

1 inch in 100 foot lengths.....	2 90
10 " " ".....	3 15
12 " " ".....	3 68
15 " " ".....	5 25

Add extra 10c. per 100 ft. O.G. Round Head Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12 1/2 p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARMER KNIVES

FILES AND RASPS.

	Per cent
Diston's.....	70 and 10
Great Western, American.....	70 and 10
Kearney & Foot, Arcade.....	70 and 10
John Smith, Eagle.....	70 and 10
McClellan, Globe.....	70 and 10
Black Diamond.....	60 and 10
Delta Files.....	60
Nicholson.....	62 1/2
Jowett's (English list).....	27 1/2

FORGES

Blacksmiths portable, 135 lbs..... 9 95

GALVANIZED WARE

Duffner pattern pail, 50 per cent
Flaring pattern, 50 per cent
Galvanized washbuds, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.....	0 35
Ladies claw, handled, doz.....	0 60
Adze eye nail hammer, 10 oz., doz.....	1 35
" hickory handle, 1 lb., doz.....	6 35
" straight claw, 1 lb., doz.....	7 00
Farmers hammers, 10 oz., doz.....	5 00
Tinners setting, 1 lb., doz.....	4 50
Machinists, 1 lb., doz.....	5 30
Sledge, Canadian, 5 lbs. and over.....	0 05
Sledge, Masons, 5 lbs. and over.....	0 08
Sledge, Napping, up to 2 lbs.....	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, \$2.25.
Wood hay rakes, 40 and 10 per cent
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, 1/2 inch.....	per gross.....	8 00
" " ".....	".....	1 57
" " ".....	".....	13 50
Leather, 1-inch.....	per doz.....	4 00
Leather, 1 1/2 ".....	".....	5 25
Web.....	".....	9 45

SISAL HALTERS (SNAP AND RING)

CONGO NEVER LEAK ROOFING

A Ten Year Roof Insurance Policy Free With Every Roll

This is no ordinary guarantee scheme. It is a *real* INSURANCE POLICY issued by the National Surety Company of New York, a large bonding house with assets of two million dollars.

There can be no disputing as to the meaning of the words "ten years." There is no guesswork

about it and no risk. The element of uncertainty that has always been a feature of ready roofings is completely removed

by means of this *genuine Guarantee Bond*.

Congo is a tough, flexible, waterproof roofing made as well as we know how to make it. We supply free of charge, with every roll, adhesive cement for the laps, galvanized iron caps and galvanized nails. These caps and nails are rust-proof and are much better than the old tin discs which are provided with most roofings.

Further information and prices on request.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.



Fac Simile of 10 Year Bond

We have the facilities for turning out The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost---a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man.



RED
S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

Works, DON SPEEDWAY

TORONTO

THE LINE OF SUSTAINED PROFIT!

Quality Builds Reputation, and Quality Sustains it! For 85 years

HEINISCH

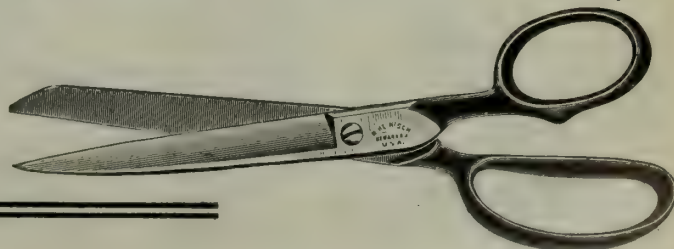
SHEARS

have set a standard of the highest quality; they are goods that are a pleasure and profit to handle.

No more complaints for the dealer who sells HEINISCH GOODS!
TAILORS' SHEARS, TRIMMERS, TINNERS' SNIPS, SCISSORS

R. HEINISCH'S SONS CO., Newark, N.J., U.S.A.

SOLD BY ALL
JOBBER



HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauson, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 45 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives, per doz. 0 50 0 90
Potato mashers, wire, per doz. 0 60 0 70
" wood " 0 50 0 83
Vegetable slicers, per doz. 2 25
Universal meat chopper, No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 and 5 p.c.
Star Al chopper 5 to 82 1 35 4 10
Kitchen hooks, 100 to 108 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.
Fire shovels, 50
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 3 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., \$5.10; 9-inch wheel, 3 knives, 12 in., \$6.75; 9-inch wheel, 5 knives, 12 in., \$7.75; 10-inch wheel, 4 knives, 12 in., \$8.50; 10-inch wheel, 4 knives, 12 in., ball bearing, \$10.00; 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons.—3-inch open wheel, 3 knives, 12 in., \$5.10; do., 4 knives, \$6.25; 9-inch wheel, 3 knives, 12 in. sizes, \$6.75; do., 4 knives, \$7.25; 10-inch wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing do., \$10; do., 5 knives, \$10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths', 2 1/2 x 5 1/2 in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz. 15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste, 6 00
Arloline brass cleaner, 100 in package 6 50

MINKS SUPPLIES

Mattlocks, 6 lb., 18 inch, \$8 dozen
Picks, 6 to 7 lb., 4.85 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 16c. cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 2c. cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz. 1 20 1 50
Folding ironing boards, 16 25 18 00

NAILS

1-1 1/2 inch 3 35
1 1/2 inch 3 00
1-1 1/2 inch 2 75
1-1 1/2 inch 2 65
1-1 1/2 inch 2 50
1-1 1/2 inch 2 40
1-1 1/2 inch 2 35
1-1 1/2 inch 2 25
1-1 1/2 inch 2 15
1-1 1/2 inch 2 05
1-1 1/2 inch 1 95
1-1 1/2 inch 1 85
1-1 1/2 inch 1 75
1-1 1/2 inch 1 65
1-1 1/2 inch 1 55
1-1 1/2 inch 1 45
1-1 1/2 inch 1 35
1-1 1/2 inch 1 25
1-1 1/2 inch 1 15
1-1 1/2 inch 1 05
1-1 1/2 inch 0 95
1-1 1/2 inch 0 85
1-1 1/2 inch 0 75
1-1 1/2 inch 0 65
1-1 1/2 inch 0 55
1-1 1/2 inch 0 45
1-1 1/2 inch 0 35
1-1 1/2 inch 0 25
1-1 1/2 inch 0 15
1-1 1/2 inch 0 05
1-1 1/2 inch 0 00

OAKUM.

Flumbers ... per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model
galvanized oil can, with pump, 5 gal-
lon, per dozen 10 00
Davidson oilers, 40 per cent
Sino and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discount
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42 1/2 per cent.
"Singalese" and "Alaska" Nevada
silver flatware, 40 p.c.

FINISHED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
9, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pits, 35 p.c.

CLASSES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLANES AND MIPPERS.

Button's genuine, 37 1/2 to 40 per cent.

PLOUGH LINES.

Russian snap per gross 30 00
Indian snap " 25 00

PUMPS.

Berg's wing pump, 7 1/2 per cent.

RASORS.

Boker's 7 50 11 00
" King Cutter 15 00
Henckels' 7 50 20 00
Clauson automatic safety 27 00
Clauson perfect stropper 16 00
Gillette Safety, each 3 75
Clauson Razors and Strops, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope 0 08 1
Pure Manila rope 0 10 1
" British " Manila 0 08 1
Cotton, 3-16 inch and larger 0 24
Russia Deep Sea line, 1/2 in. diam. and
over, 15 1/2; under 1 1/2, 16 1/2
Jute, 1/2 and upwards, 3c.; under 1/2, 9c.
Lath yarn, single 0 08
Lath yarn, double 0 12
Sisal bed cord, 48 feet, per dozen 0 65
Sisal bed cord, 6 feet, per dozen 0 80
Sisal bed cord, 72 feet, per dozen 0 95
Cotton clothes line, 2 1/2 off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine 0 28
" 4-ply twine 0 30
Mattress twine, per lb. 0 45
Staging 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and
12 1/2 per cent.
Copper Burs only, 22 1/2 p.c.
Extras on Coppered Rivets, 1-lb. packages
1c. per lb.; 1/2-lb. packages 3c. per lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2c. per lb.

RIVET SETS.

Canadian, 35 to 37 1/2 per cent.
Boxwood, No. 68, 2 foot, each 1 15
vory, No. 1283, 2 foot, each 3 50

RULERS.

Boxwood, No. 68, 2 foot, each 1 15
vory, No. 1283, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 80
" No. 50, nickel-plated, " 0 85
" handles, japanned, per gross 8 40
Common, plated 4 25
" plated 5 50
Asbestos, per set 1 60

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs. 2 25
Sectional, 1/2 lb. each, per 100 lbs. 2 40
Solid, 3 to 30 lbs. 1 55

SASH CORD.

No. 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Distons Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

Common doors, 2 or 3 panel, walnut
stained, 4-in. style 7 80
Common doors or 3 panel, grained
only, 4-in. style 8 10
Beaver window screens, 14x18, open 28 1/2
inches 1 60
Perfection window screens, 14x15, open 28 1/2
inches 1 80
Model window screens, 14x22, open 36 1/2
inches 2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne—Imperial
Standard, 35; Weigh Beams, 35; Champion
Scales, 45.
Fairbanks Standard, 30; Dominion, 50;
Richelieu, 50.
Warren new Standard, 35; Champion, 45;
Weigh Beams, 30.

SCYTHES

Canadian, 40 per cent.

SCREWS

Wood F.H., bright and steel 85 and 10
" R.H., bright 80 and 10
" F.H., brass 75 and 10
" R.H., brass 70 and 10
" F.H., bronze 70 and 10
" R.H., bronze 65 and 10

Drive screws 85 and 10
Set, case hardened 60
Square cap 50 and 05
Hexagon cap 45
Bench, wood, per doz. \$5 00
Iron, per doz. 4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per dozen 16 80

SCISSORS AND SHEARS

Clauson, nickel scissors and shears, 60; Japar
85; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37 1/2 per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, \$3.00, \$3.50.
Miomac and Rex sticks, \$4.00, \$6.00
Fucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.;
No. 3 and 4 grade, 50 and 2 1/2 p.c.

SQUARES.

Diaston's 60 and 10 p.c.
Stanley Try Squares, size 7 1/2, doz. net.. \$2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12 1/2 per cent.
Retinned, 75 and 12 1/2 per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks " 8 00

STAPLES

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 6 75
Blind, per lb. 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1/2 p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 62
7 inch 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz. 1 22
7-inch 1 35
Polished, 15c. per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHES.

Washita per lb. 0 25 0 37
Hindustan " 0 06 0 10
" slip " 0 18 0 20
" Axe " 0 10
Deer Creek " 0 10
Deerlick " 0 05
" Axe " 0 15
Lily white " 0 15
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe per gross 3 50 5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned,
85; (in kegs), 40; cut tacks, blued, in dozens
only, 80 and 10; 4 weights, 60; Swedes cut
tacks, blued and tinned, bulk, 85 and 5, in
dozens, 75 and 10; Swedes, upholsterers',
bulk, 80; brush, blued and tinned, bulk, 70
and 10; Swedes, gimps, blued, tinned and jap-
anned, 82 1/2; zinc tacks, 35; leather carpet
tacks, 35; copper tacks, 45; copper nails, 50

trunk nails, black, 66 and 10; trunk nails, tin-
ned and blued, 66 and 10; clout nails, blued
and tinned, 66 and 10; chair nails, 35 and 10;
10; lining tacks, in papers, net; lining tacks,
in bulk, 15; lining tacks, solid heads, in bulk,
75; saddle nails, in papers, 10; saddle nails,
in bulk, 15; tufting buttons, 22 line in dozens
only, 60; zinc glaziers' points, 5; double
pointed tacks, papers, 80 and 10; double
pointed tacks, bulk, 55; clinch point shoe
rivets, 45 and 10; cheese box tacks, 37 1/2;
trunk tacks, 80 and 20; strawberry box tacks,
80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 90
Lufkins, linen, No. 404, 66 ft., each 0 94
" steel, No. 264, 66 ft., each 3 50
Osherman's linen, No. 1822, 66 ft., ea. 1 10
" Metallic, No. 1821 1 96
" Steel, No. 1840, 50 feet 4 20

TROWELS.

Diaston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMING

Discount, 45 per cent.
Plain and retinned, 75 and 12 1/2.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
H. Wiley & Norton, 40, 10 and 5 per cent.
Vitor, 60 and 5 per cent.
Oneda Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

Out O' Sight Mouse Traps 60
" Rat Traps 1 20
Easy Set Mouse 0 45
" Rat 0 96
Blizzard Mouse Traps 8 45
" Rat Traps 0 96
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VISES

Per pound 0 12 0 12 1/2
Hinged pipe vise, 25 lbs. 3 85
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowdell 53 50
New Century, Style A 101 25
Ideal Power 180 00
Daisy 73 25
Stephenson 74 00
Puritan Motor 165 00
Connor, improved 55 00
Ottawa 52 50
Connor Ball Bearing 112 50
Connor Gearless Motor Washer 180 00
20 per cent.

WHIRLWINDS

Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 48 75
Ricycle, 11 inch 60 50
Trojan, 12 inch 100 00
Challenge, 3 year, 11 inch 53 25
Ottawa, 3 year, 11 inch 58 25
Favorite, 5 year, 11 inch 61 75
20 per cent.

WHEELBARROWS

Navy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 22 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in 0 70
" " " 34 in 1 06
" " " 36 in 1 25
" " neckyokes, 36 in 1 06
" " doubletrees, 40 in 0 96
" " lumbermen, 44 in 1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel
handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles,
45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel
handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35,
hickory 40 p.c.
Team neckyokes, oval and round whiffletrees,
hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WARRORS

Agricultural, 57 1/2 p.c.

WROUGHT IRON WARRORS

Canadian 50 per cent.

WINDOW GLASS AGAIN.



As advised in this column for a month past, the expected rise in the price of window glass has taken place. Some dealers overlooked our advice and did not order. Our advice again is to put in what stock will be required, as glass may quite easily be advanced again if the demand keeps up and the foreign markets continue firm. The demand on the foreign markets for glass is so heavy that the makers are in quite an independent mood and high prices are in view for a good while to come.

We have on hand a good stock of our well-known brand of

STAR DIAMOND DOUBLE GLASS

also Enameled, Rolled, etc., etc., but these stocks will rapidly be depleted as soon as navigation closes. Order now.

A. RAMSAY & SON CO.
MONTREAL

Established
1842

Glass
Importers

ALUMINUM 98/99 %

In Notched Bars

Immediate shipment from stock.

Lowest price.

“THE METALS HOUSE.”

A. C. LESLIE & CO., LIMITED
MONTREAL

ABSOLUTELY GUARANTEED

Like all our own manufactured goods, we absolutely guarantee

“SILKSTONE” Flat Wall Colors

to give satisfaction when applied according to direction.

We are a western firm with a reputation for making good.

Users of **STEPHENS'** Paints are satisfied users.

Let us prove it to you, write for our agency proposition and further information.

Silkstone

Smooth as Silk—Hard as Stone

G. F. STEPHENS & CO., Limited

Paint and Varnish Makers

WINNIPEG

CANADA

BRANCH AT CALGARY

HARDWARE AND METAL

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Hero Mfg. Co., Philadelphia	Tallman Brass & Metal Co., Hamilton	Chaplets	
Northern Aluminum Co., Toronto		S. Cheney & Son, Manlius, N.Y.	
Ammunition	Bridle Rings—Galvanized, Brass and Plain	Churns	
Dominion Cartridge Co., Montreal	Star Expansion Bolt Co., New York	Connor, J. H., & Sons, Ottawa, Ont.	
Remington Arms Union Metallic Cartridge Co., New York	Brushes	Cummer-Dowsell Ltd., Hamilton, Ont.	
Anchors, Star Screw	Boeckh Bros. Co., Ltd., Toronto	Maxwell, David, & Sons, St. Mary's, Ont.	
Star Expansion Bolt Co., New York	Stevens-Hepner Co., Port Elgin	Clippers—All Kinds	
Animal Traps	Burners	American Shearer Mfg. Co., N. H.	
Oneida Community Ltd., Oneida, N.Y.	Ontario Lantern and Lamp Co., Hamilton, Ont.	Chicago Flexible Shaft Co., Chicago	
Auger Bits	Builders' Tools and Supplies	Clocks	
Ford Auger Bit Co., Holyoke, Mass.	Canada Wire Goods Mfg. Co., Hamilton	The Western Clock Mfg. Co., La Salle, Ill.	
Babbitt Metal	Caverhill, Learmont & Co., Montreal	Clothes Line Reels	
Canada Metal Co., Toronto	Frothingham & Workman, Ltd., Montreal	Corbett Foundry & Machine Co., Owen Sound	
Frothingham & Workman, Ltd., Montreal	Howland, H. S. Sons & Co., Toronto	Clothes Reels and Lines	
Magnolia Metal Co., Montreal	Lewis Bros., Co., Montreal	Cummer-Dowsell, Ltd., Hamilton	
Tallman Brass & Metal Co., Hamilton	Lufkin Rule Co., Saginaw, Mich.	Hamilton Ootson Co., Hamilton	
Bale-ties	North Bros. Mfg. Co., Philadelphia, Pa.	Clothes Wringers	
Laidlaw Bale Tie Co., Hamilton, Ont.	Stanley Rule & Level Co., New Britain	Cummer-Dowsell Ltd., Hamilton, Ont.	
Bar Iron	Taylor-Forbes Co., Guelph, Ont.	American Wringer Co., New York City	
Henry Rogers, Sons & Co., Montreal	Burlap	Cold Rolled Strip Steel	
Bar Urns	Dominion Oil Cloth Co., Montreal	The Morris & Bailey Steel Co., Pittsburg, Pa.	
Buffalo Mfg. Co., Buffalo, N.Y.	Calipers	Cordage	
Bath Room Fittings	J. T. Slocumb Co., Providence, R.I.	Hamilton Cotton Co., Hamilton	
Buffalo Mfg. Co., Buffalo, N.Y.	Cans	Plymouth Cordage Co., N. Plymouth, Mass.	
Beltting	Thos. Davidson Mfg. Co., Montreal	Corrugated Iron	
Dominion Belting Co., Ltd., Hamilton	McClary Mfg. Co., Toronto	The Galt Art Metal Co., Galt, Ont.	
Sadler & Haworth, Montreal	The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg	Cow Ties	
Belting, Hose, etc.	Carriers, Cash and Parcel	Greening, B., Wire Co., Hamilton	
Gutta Percha and Rubber Mfg. Co., Toronto	Hamilton Brass Mfg. Co., Hamilton	McKinnon Dash and Metal Co., St. Catharines	
Blender Twine	Carpet Sweepers	Oneida Community, Ltd., Niagara Falls	
Consumers Cordage Co., Montreal	Bissell Carpet Sweeper Company, Grand Rapids, Mich.	Cuspiders	
Plymouth Cordage Co., N. Plymouth, Mass.	Carrriage Heaters	Buffalo Mfg. Co., Buffalo, N.Y.	
Bird Cages	Chicago Flexible Shaft Co., Cleveland	Thos. Davidson Mfg. Co., Montreal	
E. T. Wright & Co., Hamilton	Carriage Springs and Axles	McClary's, London, Ont.	
Bollers and Radiators	Guelph Spring and Axle Co., Guelph	The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg	
Pease Foundry Co., Toronto	Cartridges	E. T. Wright & Co., Hamilton	
Taylor-Forbes Co., Guelph, Ont.	Dominion Cartridge Co., Montreal	Cutlery—Knives, Scissors, etc.	
Belts and Nets	Cash Registers	Caverhill, Learmont & Co., Montreal	
London Bolt and Hinge Works, London, Ontario	National Cash Register Co., Toronto	Crookes, Jonathan, & Son	
The Steel Co. of Canada, Ltd., Hamilton	Castings	Dorcen Bros., Co., Montreal	
Bolts—Expansion	Corbett Foundry & Machine Co., Owen Sound	Frothingham & Workman, Ltd., Montreal	
Star Expansion Bolt Co., New York	Cattle and Trace Chains	Heinisch, R., Sons Co., Newark, N.J.	
Brass, Sheets, Tubes and Rods	Greening, B., Wire Co., Hamilton	Howland, H. S. Sons & Co., Toronto	
Tallman Brass & Metal Co., Hamilton	McKinnon Chain Co., St. Catharines	Hutton, Jas., & Co., Montreal	
Brass Goods	Oneida Community Limited, Niagara Falls, Ont.	F. W. Lampmough & Co., Montreal	
Jas. Cartland & Son, Ltd., Birmingham, Eng.	Cement		
	Canada Cement Co., Montreal, P.Q.		
	B. & S. H. Thompson & Co., Montreal		

QUESTIONS and ANSWERS

- Q. What is your business?
- A. I am a paint and varnish dealer.
- Q. Do you sell on a quality or a price basis?
- A. Quality only.
- Q. Why?
- A. Because quality products always give satisfaction, a satisfied customer comes again and these repeat sales build a successful business.
- Q. Don't cheap paints and varnishes give satisfaction?
- A. No. To be good, a paint or varnish must be made of good raw materials properly combined. Cheap paint is always inferior paint.
- Q. But don't many people demand cheap paint and varnish?
- A. Yes, and they are always complaining. The less they pay, the more they say, and they seldom buy twice at the same store.
- Q. Is your policy of selling quality paints and varnishes a success?
- A. Yes. I have the best trade in my section?
- Q. What brands do you sell?
- A. One that has been on the market nearly half a century. The paints, varnishes and colors made by



MONTREAL TORONTO WINNIPEG



SOOP 'ER UP!

Progressive dealers are already ordering their quota of MAC'S SPECIAL RED HONE

CURLING STONES

Mac's Specials in their new construction reach the acme of perfection. Specially designed to meet the requirements of the Canadian Curler.



WINNIPEG

CALGARY

EDMONTON

LONDON BAR & IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

Firearms and Ammunition

Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes

Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co., London

Fire Place Furnishings

The Barton-Netting Co., Ltd., Windsor, Ont.
Charles Lindsay, Glasgow, Scotland

Fish Spears

Bonaide Mfg. Co., Plymouth, Mich.

Food Choppers

Enterprise Mfg. Co., Philadelphia

Foot Warmers

Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Forgings

Steel Co. of Canada, Limited, Hamilton

Furnaces, see Stoves

Galvanizing

Canada Metal Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron

W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal

Gas Fixtures

The Barton-Netting Co., Ltd., Windsor, Ont.

Glass

Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental

Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto

Winnipeg Paint & Glass Co., Winnipeg

Glass, Wired

Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds

Pelton, Godfrey S.
Sharrett & Nanth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue

The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Apple Bridge, Eng

Go-Carts, Etc.

Gendron Mfg. Co., Ltd., Toronto

Grindstones

Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns

Harrington & Richardson Arms Co., Worcester, Mass.

Handles

Still, J. H., Mfg. Co., St. Thomas

Hardware Specialties

Taylor-Forbes Co., Ltd., Guelph, Ont

Hay Unloading Tools

F. E. Myers & Bro., Ashland, Ohio

Hinges

Canada Steel Goods Co., Hamilton,
Cowan & Britton, Gananoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks

Still, J. H. Mfg. Co., St. Thomas.

Hooks

Steel Co. of Canada, Limited, Hamilton

Hoop Iron

Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Hoops—Steel and Wire

Laidlaw Bale Tie Co., Hamilton, Ont.

Horseshoes and Nails

Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers

North Bros. Mfg. Co., Philadelphia
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic

Morrison, Jas., Brass Mfg. Co., Toronto,
Penberthy Injector Co., Windsor, Ont.

Iron and Steel Bars

Steel Co. of Canada, Limited, Hamilton

Iron Pipe

Steel Co. of Canada, Ltd., Hamilton

Iron Pumps

Aylmer Pump & Scale Co., Aylmer,
McDonnell, E. Co., Galt, Ont.

Ladders

Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf

Hamilton Brass Mfg. Co., Hamilton

Lamps—Camp

John Simmons Co., New York City

Lampblack

The L. Martin Co., New York
Wilkes Martin Wilkes Co., New York

Lanterns

Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

E. T. Wright & Co., Hamilton

Lawn Mowers

D. Maxwell & Sons, St. Mary's, Ont.
Jas. Smart Mfg. Co., Brockville, Ont.

Taylor, Forbes Co., Guelph, Ont.

S. F. Townsend & Co., Orange, N.J.

Lawn Swings

F. E. Myers & Bro., Ashland, Ohio

Stratford Mfg. Co., Stratford, Ont.

Lighting Fixtures

Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc.

Belleville Hdw. and Lock Mfg. Company, Belleville.

National Hardware Co., Orillia

Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools

Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents

Henderson & Richardson, Montreal
McIntosh, H. F., & Co., Toronto.
Gibb Alexander, Montreal.

Western Distributors Ltd., Saskatoon

Whitlock & Marlatt, Moose Jaw

Mantels and Grates

The Barton-Netting Co., Ltd., Windsor, Ont.

Metals

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.

Leslie, A. C., & Co., Montreal.

Lysaght, John, Bristol, Eng.

Magnolia Metal Co., Montreal

Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Samuel, Benjamin & Co., Toronto

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

Tallman Brass & Metal Co., Hamilton

Thompson, B. & S. H. & Co., Montreal

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt

Metallic Roofing Co., Toronto

Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

John C. Wilson, Ottawa

Metal Store Fronts

Canada Foundry Co., Ltd., Toronto
Corbett Foundry & Machine Co., Owen Sound

Mop Sticks

Tarbox Bros., Toronto

Mop Wringers

White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers

The Bridgeport Hdw Corp., Bridgeport, Conn.

Nails, Wire

Laidlaw Bale Tie Co., Hamilton, Ont.

Parmenter & Bulloch Co., Gananoque

Steel Co. of Canada, Limited, Hamilton

Oilers

Thos. Davidson Mfg. Co., Montreal

Haro Mfg. Co., Philadelphia

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

Wright, E. T., & Co., Hamilton, Ont.

Oil Stones

Canadian Hart Wheels, Hamilton, Ont

Oil Stoves

McClary Mfg. Co., London

Queen City Oil Co., Toronto

Oil Tanks

Bowmer, S. F., & Co., Toronto

Corbett Foundry & Machine Co. Owen Sound

Ornamental Iron and Wire

Canadian Wire Goods Mfg. Co., Hamilton

Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes

Berry Bros., Limited, Walkerville, Ont.

W. T. Bigsby & Sons, London, Eng

Brandram-Henderson, Montreal

Canada Paint Co., Montreal

Dougall Varnish Co., Montreal

Imperial Varnish and Color Co., Toronto.

International Varnish Co., Toronto, Ont

R. C. Jamieson & Co., Ltd., Montreal

Lowe Bros., Ltd., Toronto

Martin-Senour Co., Montreal

Moore, Benjamin, & Co., Toronto.

Pinchin Johnson Co., Toronto

Pratt & Lambert Inc., Bridgeburg, Can.

A. Ramsay & Son Co., Montreal

Sherwin-Williams Co., Montreal.

Standard Paint Co., Montreal

Standard Paint and Varnish Works, Windsor, Ont.

G. F. Stephens & Co., Winnipeg, Man

Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover

Dougall Varnish Co., Montreal

Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals

Canada Wire Goods Mfg. Co., Hamilton

Greening, B., Wire Co., Hamilton

Pig Iron

Steel Co. of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized

Steel Co. of Canada, Limited, Hamilton

Pliers

Smith Hardware Co., Montreal

Poultry Netting

Greening, B., Wire Co., Hamilton, Ont.

John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives

International Tool Co., Detroit

Pumps

Canada Foundry Co., Ltd., Toronto

R. McDougall Co., Galt, Ont

F. E. Myers & Bro., Ashland, Ohio

Putty

Steel Co. of Canada, Limited, Hamilton

R.R. Angle Bars

Steel Co. of Canada, Limited, Hamilton

R.R. Axles

Steel Co. of Canada, Limited, Hamilton

Razors

Gillette Safety Razor Co., Montreal

International Distributing Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Registers

Canadian Ferroteel Co., Bridgeburg, Can

Canadian Heating & Ventilating Co., Owen Sound

Rivets

Steel Co. of Canada, Hamilton

Parmenter & Bulloch Co., Gananoque

P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies

Barber Asphalt Co., Philadelphia

Canadian Supply Co., Toronto

Galt Art Metal Co., Galt, Ont.

McArthur, Alex., & Co., Montreal.

Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto

Standard Paint Co., Montreal

Union Roofing & Mfg. Co., Philadelphia, Pa

Winnipeg Paint & Glass Co., Winnipeg

Rope

Consumers Cordage Co., Montreal

Independent Cordage Co., Toronto

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield, England

Saws

Atkins, E. C., & Co., Indianapolis, Ind

Dixton, Henry, & Sons, Philadelphia

Shurley Dietrich Co., Ltd., Galt, Ont

Simonds Mfg. Co., Fitchburg, Mass.

Spear & Jackson, Ltd., Sheffield, Eng

Scales

Aylmer Pump & Scale Co., Aylmer, Ont.

Burrow, Stewart & Milne Co., Hamilton

Frothingham & Workman, Montreal.

Screws, Nuts, Bolts

National Acme Mfg. Co., Montreal

Steel Co. of Canada, Limited, Hamilton

Scythe Stones

The Carborundum Co., Niagara Falls, New York

Shears, Scissors

R. Heinish's Sons Co., Newark, N.J

J. Wiss & Sons Co., Newark N.J.

Shovels and Spades

Frothingham & Workman, Montreal.

Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware

McGlashan Clarke Co., Niagara Falls,

Meriden Britannia Co., Hamilton, Ont

Oxedia Community, Ltd., Niagara Falls

Standard Silver Co., Toronto

Toronto Silver Plate Co., Ltd., Toronto

Spikes, Railway, Ship or Pressed

Steel Co. of Canada, Limited, Hamilton

Sprayers

Cavers Bros., Galt, Ont

T. Collins Mfg. Co., Toronto

Thos Davidson Mfg. Co., Montreal, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

E. T. Wright & Co., Hamilton

Spring

B. Greening Wire Co., Ltd., Hamilton

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Taylor-Forbes Co., Ltd., Guelph, Ont.

Staples

The World's largest manufacturers of Pure Lamp Blacks

stand behind every pound of lamp black sold under the Bear Trade-mark shown on the accompanying illustration of label.

Less than nine years ago, this firm, *as a firm*, did not exist, although the men composing it have been many years in the lamp black trade.

Since that time we have been able to secure two-thirds of the entire lamp black business of North America.

Consistent good quality did it!

A recent addition to our plant, made necessary by the increasing confidence of the trade, makes our factory the largest of its kind in the world.

We manufacture all the Standard Grades of pure Lamp Black. Our product is sold by all reliable wholesale houses.

Wilckes Martin Wilckes Company

NEW YORK, N. Y.

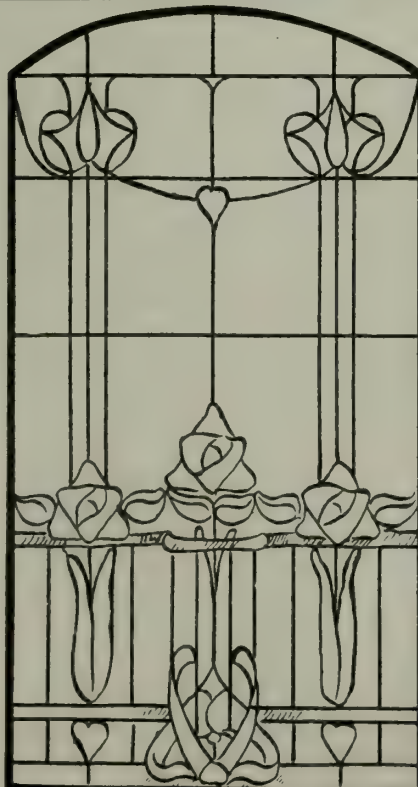
U. S. A.



Leaded Art Glass

Have you a copy of our Leaded Art Glass Catalogue — contains large numbers of up-to-date colored designs?

==
WRITE US
==



Thorne Hold Fast Metal Store Front Bars

Special Catalogue, dealing entirely with store front construction, mailed on request.

==
WRITE US
==

The HOBBS MANUFACTURING CO., Ltd.

Factories and Warehouses: LONDON TORONTO MONTREAL WINNIPEG

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—

2c. per word first insertion.

1c. per word subsequent insertion.

5c. additional each insertion when Box Number is required.

ADDRESS WANTED

HOLDER OF BOX 580, send street address and we will forward replies. **HARDWARE AND METAL**, Toronto.

BUSINESS CHANCES

FOR SALE—Smart little hardware business; good turnover; stock about \$4,500. Must be sold quick; owner going West. Box 593, **HARDWARE AND METAL**, Toronto. (39tf)

FOR SALE—Hardware, stove and tin business. Established over 20 years. Stock about \$5,000. Must be sold at once. Good stand and business. J. D. MURDOCH, Simcoe, Norfolk County, Ont. (38tf)

FOR SALE—**HARDWARE, STOVE AND TIN** business; \$4,500; turnover \$14,000; small town, two railways, Western Ontario. Building can be bought. Box 600, **HARDWARE AND METAL**, Toronto. (46)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Tecumseh. (16tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 214, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Day Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

CCOUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

CCOUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has as equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DDOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Ery Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

AGENTS WANTED

"CLAYBROUGH" GUNS—We shall be pleased to hear from wholesale houses prepared to take sole control of our guns. Kindly name extent of district covered. **CLAYBROUGH AND JOHNSTONE**, Birmingham, England. (47)

SITUATIONS WANTED

FIRST-CLASS SALESMAN with thorough hardware experience can take position at once. J. T. REEVE, 971 Logan Ave., Toronto. (47)

HARDWARE

Business, established over 30 years. Eastern Ontario. Best stand and business. Wish to retire. Box 605, Hardware and Metal, Toronto. 49

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FROM NOW TILL THE END OF THE YEAR we offer unusually good bargains in second-hand Typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. **THE MONARCH TYPEWRITER CO., Limited**, 46 Adelaide Street West, Toronto, Ont.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. **W. J. GAGE & CO., Limited**, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. **W. J. Gage & Co., Limited**, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. **Warwick Bros. & Rutter, Ltd.**, King and Spadina, Toronto. (tf)

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. **National Cash Register Co.**, 285 Yonge St., Toronto.

When writing advertisers kindly mention having seen the advertisement in **Hardware and Metal**.

SITUATIONS VACANT

FIRST-CLASS TINSMITH capable in all departments, including steam heating and plumbing. Must be a hustler and strictly temperate. State experience, age, nationality and salary. **KIDD & CLEMENTS**, Wapella, Sask. (48)

SALESMAN to work on commission in Quebec, Maritime Provinces and British Columbia, to handle a line of sporting goods, such as ball bats, etc.; also a special line of handles. Must have good connection with sporting goods and hardware jobbers, and be able to produce results. Give full particulars of experience and terms. Box 604, **HARDWARE AND METAL**, Toronto. (47)

WANTED—Experienced hardware clerk for large hardware store in Western New Ontario. Must be energetic, temperate, good stock-keeper and salesman. Apply, stating age, experience, qualifications and salary, Box 603, **HARDWARE AND METAL**, Toronto. (47)

WANTED—An experienced salesman to sell heavy and shelf hardware in Prince Edward Island and Cape Breton. Apply, stating salary and experience, to Box 602, **HARDWARE AND METAL**, Toronto. (48)

WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. **MACLEAN PUBLISHING COMPANY**, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—Thoroughly experienced hardware traveller with \$3,000 to take interest in established wholesale cutlery business and take Ontario territory. Salary \$150 per month and expenses. Confidential. Address Box 601, **HARDWARE AND METAL**, Toronto. (46)

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, **HARDWARE AND METAL**, Toronto. (24tf)

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Take Steps to take More Money to the Bank

Next to the fun of doing a big business is taking the money to the bank. But the real, genuine satisfaction of it all is in watching your bank balance grow. And that satisfaction can only come to the dealer who satisfies his customers. Every sale must add to that satisfaction or the trips to the bank will be few and far between.

The Martin-Senour Line of Paints

are sending lots of dealers to the bank oftener than they ever went before, and their bank books show that the balances are on the right side of the ledger. You should take steps today to take more money to your bank — the first step in that direction is to write for our proposition which makes all the other steps easy for you.

Get the letter off **now** while the matter is on your mind.

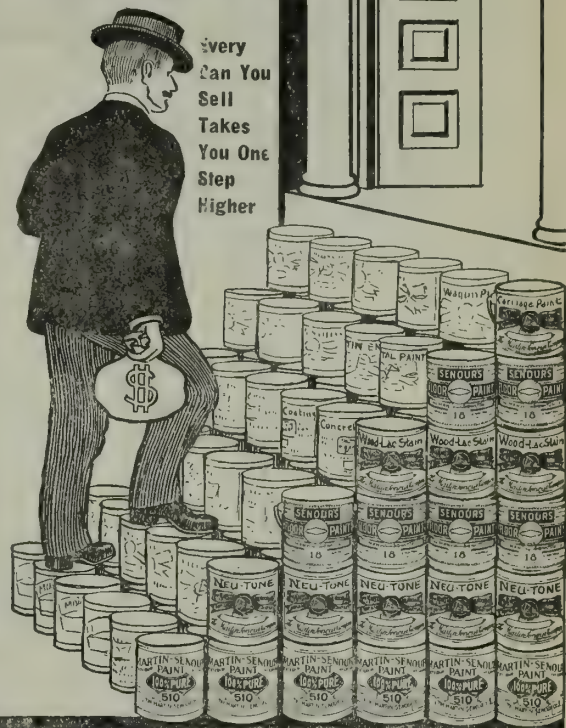
THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

MONTREAL

CHICAGO

WINNIPEG



DOUGALL'S TRANSPARENT WOOD FINISHES

Have very special values, and ones which should not be lost sight of by you, Mr. Dealer. Although they cost a little more per gallon, the fact that they cover a great deal more surface to the gallon than any other varnish on the market, makes them cheaper in the long run.

If you are running a store along the lines of "Satisfaction to your customers," then DOUGALL VARNISHES are a necessity to you. They are a profitable line to handle, and will help the reputation of your store.

Let us send you our booklet "Quality and Economy in Varnish and Varnishing"---a postcard will bring it free by return mail.

The Dougall Varnish Co., Limited

J. S. N. Dougall, President

305 Manufacturers Street,

Montreal

ASSOCIATED WITH THE MURPHY VARNISH CO., U.S.A.

MYERS PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch House,

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO.
GUELPH, ONT. LIMITED

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER ONTARIO

Steel Sheets for Deep Stamp-
ing and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A.
Sheets, also Galvanized Canada
Plates.

Makers

W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

NEW ERA PAINT

WHY be satisfied
with your pres-
ent paint profits?
We have a more
profitable line for
you to handle.

Seize the Opportunity

and buy New Era Paint.

It will outlast, cover more surface, hold its color better, stand more changes of the weather and give a more brilliant finish than any other you can buy, no matter at what price.

New Era Paints will increase your business, as they never fail to give perfect satisfaction. There's money in it for YOU. Write us at once.

Standard Paint and Varnish Works Co.
Windsor, Ontario. LIMITED

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

IT LOOKS SMALL

but there are a hundred little services a "want ad." in Hardware and Metal can perform for you cheaper, quicker, more thoroughly and more satisfactory than can be done in any other way.

It can get a customer for you for any show cases, counters, or any other fixtures you are anxious to dispose of; it can secure for you a set of tinsmith's tools, a typewriter, a silent salesman or any other article which you are anxious to buy cheaply.

The wider your market the better the bargain you will be able to make.

Our "want ad." page will put you in touch with practically every Hardware Merchant in Canada, and out of our thousands of readers it seems reasonable to suppose that there will be some man who is looking for just such an opportunity as you have to offer.

Rates (payable in advance)

2c. per word for 1st insertion. 1c. per word for subsequent insertion.

5c. additional each insertion when box number is required.

Write or phone our nearest office.

HARDWARE AND METAL

MONTREAL

TORONTO

WINNIPEG

Knowledge is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

It pays to handle goods of a manufacturer who considers your selling plans when making out his selling plans.

Is Quality a Selling Point?

Can you say to a customer—"The finish will last—this varnish is made by the world's largest makers of quality varnishes—Pratt & Lambert-Inc."

Can you show how such varnishes require less labor to apply and fewer gallons per job—also mean saved refinishing—hence are most economical?

Do you feel safe against come-backs when you sell varnish?

Get the added selling efficiency and protection of Pratt & Lambert Varnishes. It will mean more profit to you, too.

Write

PRATT & LAMBERT-Inc.

VARNISH MAKERS 82 YEARS

24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO

FACTORIES

BRIDGEBURG, CANADA

LONDON PARIS HAMBURG NEW YORK BUFFALO CHICAGO



For High Grade Floor Work

You can confidently recommend



FLOOR FINISH

It covers a maximum area with a brilliant, permanent finish, and dries, dust free, in seven to nine hours.

Won't mar or crack, and will not turn white under the action of water.

Noted for its extreme paleness and great durability.

The full "International" line of Products are real profit-producers. Ask for details.

All our products are sold in full Imperial Measure cans.

INTERNATIONAL VARNISH CO.
LIMITED

Toronto

Canadian Branch of Standard Varnish Works

New York, Chicago, London,
Berlin, Brussels.

H 23

"ATLAS" EMERY

In 10 lb. PACKAGES
and CASKS from 1 to 8 Cwts.



Guaranteed Absolutely Pure and free from dust.

Give your trade an emery that you can recommend.

Put up in strong packages. All numbers.

Stocked by all Jobbers.

Insist on "Atlas" Brand.

London Emery Works Co., - London, England

Canadian Representative:

W. FRANK MURPHY

55 St. Francois Xavier Street,

MONTREAL

THE
HOUSE-
KEEPER'S
FRIEND

The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in
nearly every instance.
They save the labor by
performing it.

They are neat, inexpensive,
durable and agreeable
HELPERS,

Ask your jobber for them.
If they will not supply you
address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers
exclusively



This
Trade Mark
Ensures
Genuineness
Originality
Perfection
Satisfaction



Oakey's

The original and only
Genuine Preparation for
Cleaning Cutlery, 6d.
and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc

Wellington Mills, London, England



"FOOT IT UP"

Write down on your mental slate the fact that
"HIGH STANDARD" paint is not a new and un-
tried proposition, but one evolved by Lowe Brothers,
of Dayton, Ohio, paintmakers for the past fifty
years.

That the machinery used in Lowe Brothers' factory
embraces special features (all our own) which give
us a clear lead in efficiency of production.

Add to this a trained organization of experienced
workers grounded in paint ethics.

Then put down in the same column these important
item relevant to the manufacture of "HIGH
STANDARD" paint.

Right ingredients. True Colors.

Absolute purity of materials.

Correct proportioned formula.

Thorough mulling and grinding.

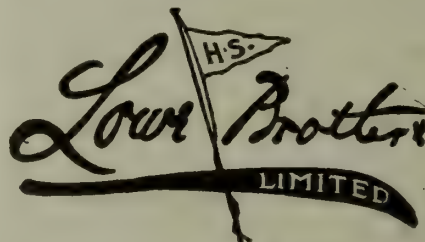
Chemical, Mechanical and Physical testing.

Now, "FOOT IT UP."

Could the result be anything but a fine textured—
easy-working—far-spreading—long-wearing paint?
Isn't "HIGH STANDARD" paint worthy the slogan
"The paint of performance?" Isn't it about what
you have been looking for?

Handle "HIGH STANDARD" paint and many
new customers will "foot it up" to your store.

Our traveler is now "footing it up" in your direction.
He may drop in any day.



Temporary Office:

261 King St. West, Toronto, Ont.
Dayton, New York, Boston, Chicago, Kansas City.

Moore's

House Colors

Represent the highest Development Arrived at
in Modern Paint Making.

TO THE CONSUMER---Their use means greater
economy of labor and material, better protective value,
and higher class results throughout than can be
obtained with any other paint.

TO THE DEALER---The Sale of MOORE'S
HOUSE COLORS means a Live, Growing, Profitable
Trade, such as follows the handling of all articles of
Genuine Merit.

Write us for Details

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK - CLEVELAND - CHICAGO



Something to Answer Every Call

TILE-LIKE

IMPERVO FINISHES

FLOOR PAINT

MOORAMEL

MURESCO

SANI-FLAT

Do You Want to Buy Something That You do Not Know Where to Get ?

EVERY week Hardware and Metal receives letters from subscribers stating that they are in the market for certain goods, but that they do not know where they can be procured.

They ask us if we can tell them from what source they can procure the wanted articles. This is a service we render cheerfully.

When you become a subscriber to Hardware and Metal this service is part of what you buy.

We have facilities for procuring information about new goods, novelty lines, articles not usually sold in hardware stores but occasionally asked for, etc., and these facilities are at the service of our readers.

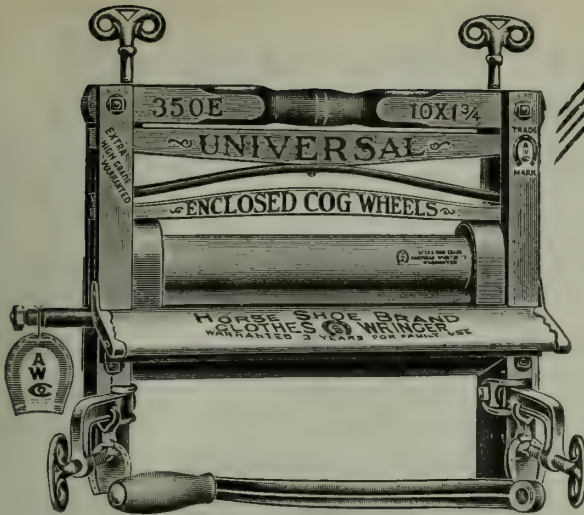
We are glad to get these requests for information and no service could be more cheerfully rendered.

HARDWARE & METAL

Montreal

Toronto

Winnipeg



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1 3/4 in.
No. 351E	No. 381E	11 x 1 3/4 in.

We are the Largest Wringer Manufacturers in the World

We have the very best facilities for turning out goods of the highest quality.

Our wringers are very attractive; and, if placed in a prominent position, they are certain to **PULL TRADE YOUR WAY.**

Write for catalogue No. 9 which contains cuts and descriptions that will be of great interest to you.

The
American Wringer Co.
New York

Our Brands
of
Shovels
are:—

LUNDY

PETERBORO'

DEMON

LUNDY SHOVELS

will appeal to Jobber and Dealer alike, because of their superiority in quality and finish; their greater smoothness of handle and finish of blade will surely please the customer.

We manufacture nothing but a **WELDED SHOVEL** because we are convinced of its superior strength and durability over all other shovels manufactured.

We can promise the *promptest shipments* to any point.

**Look for our Trade Mark
on every handle.**

**THE LUNDY SHOVEL AND
TOOL COMPANY, LTD.,**

PETERBOROUGH,

ONTARIO



Write For Catalogue



Celebrated KANGAROO Brand Tools

Made by **Robert Sorby & Sons, Ltd.**

Steel Tools of all kinds for all trades. Made from the best Sheffield Steel, by expert workmen.



Kangaroo Brand Tools will always give satisfaction to the users and a good profit to the retailer. Lists and prices from



ROBERT SORBY & SONS, Ltd., Sheffield, England

Samples and Prices through

G. H. SAYWELL, Saskatoon, Agent for Saskatoon and District



Convenience

is what up-to-date dealers want

Cash and Package PERFECT CARRIER SYSTEMS

Don't allow your customers to wait while you walk some distance to make change. Some will always walk out, and consequently you lose their trade.

Our Cash and Package Carriers are simple, durable and decorative and put life into your store.

They are easily installed and give quicker service.

HAMILTON BRASS MFG. CO., Limited, Hamilton, Ont.

MONTREAL OFFICE—327 Craig St. W.

**NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA
PIG IRON**

and **SIEMENS-MARTIN
OPEN HEARTH STEEL**

"We will never be buried with the unknown dead---we ADVERTISE. There's the whole thing in a nutshell --- we ADVERTISE; and therefore, we CAN'T be unknown."

IRON STABLE FITTINGS

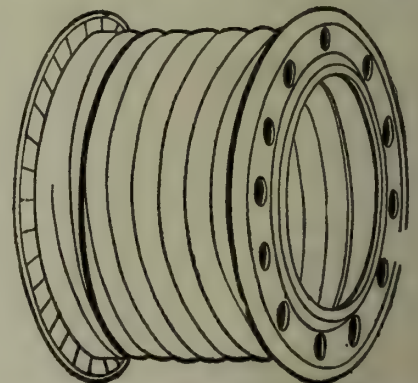


Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,

Limited
London, Ontario

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

**METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL**

For sale by Jobbers or by the Manufacturers.

TORONTO
Gendron
CANADA



BOYS', GIRLS' and BABIES' SLEIGHS

with iron or wooden runners—sleighs that are built for service and durability.

We sell more sleighs than any other company in the Dominion. Our success is due to the selling of quality goods. WRITE FOR CATALOG.

The Gendron Mfg. Company, Limited

DUCHESS STREET,

TORONTO, ONT.

ORBIN



SPECIAL DESIGNS

of Corbin builders' hardware give an effect of individuality and exclusiveness. The Corbin designers have a large experience in this class of work.

Send for publication K83, which contains illustrations of some work of this kind.

P. & F. CORBIN

New Britain - Connecticut

P. & F. CORBIN
of New York

P. & F. CORBIN
of Chicago

P. & F. CORBIN,
Philadelphia

An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

It is the safest and most convenient ladder for painters and contractors, as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The
Stratford Mfg. Co.
Limited

Stratford - - Ontario

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The
R. McDougall Co., LIMITED
GALT, CANADA



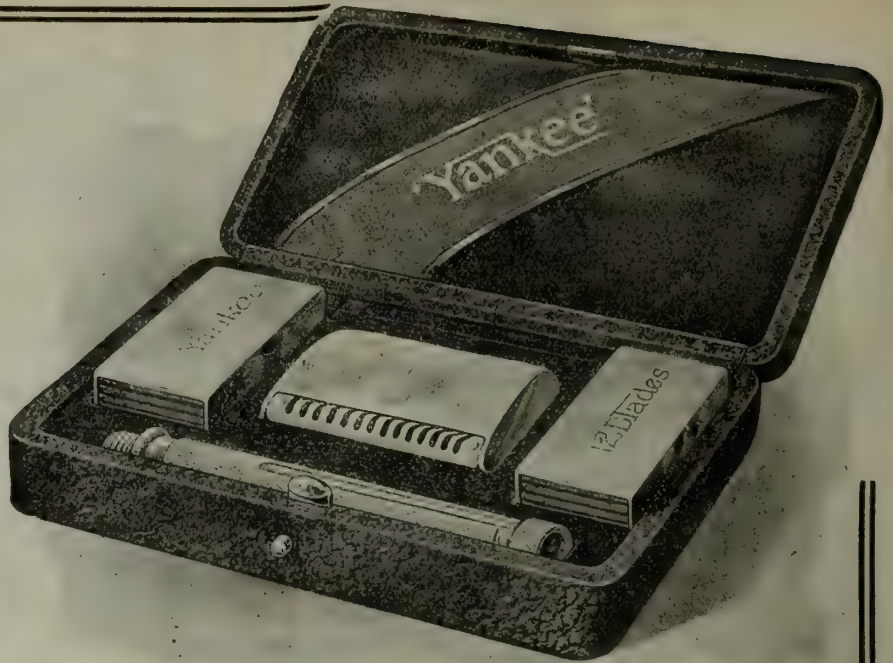
THE YANKEE

(MADE IN ENGLAND)

Safety Razor

is excellently finished and correctly designed and assures the greatest comfort in shaving. It is equal in efficiency to the most expensive safety razor and sells at only \$2.50, at the same time allowing you a good profit on every sale.

The Yankee makes a most practical gift at any time as it is neat and compact and is guaranteed to give high satisfaction.



\$18.00 per doz.

Retail at \$2.50

International Distributing Co.

MONTREAL,

CANADA

GREENING

Is the Name Synonymous with the Strongest,
Lightest and Most Reliable Chain

The one in which all possibility of defect through faulty links has been eliminated.

GREENING STEEL WIRE CHAINS

Are made for a great variety of purposes and are guaranteed to meet every requirement for which they are sold.

We make them up for Halter, Dog and Kennel Chains, Tie-Out Chains, Trace Chains, Cow Ties and for various manufacturers' requirements.

Selling Greening's Chains means selling satisfaction-givers.

THE B. GREENING WIRE COMPANY, Limited
HAMILTON AND MONTREAL

Steel Rules, Gauges,
Etc.

CHESTERMAN'S MEASURING TAPES

Linen and
Steel

Engineers' Small
Tools



For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal

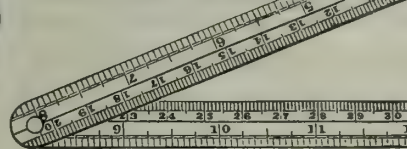
TRADE



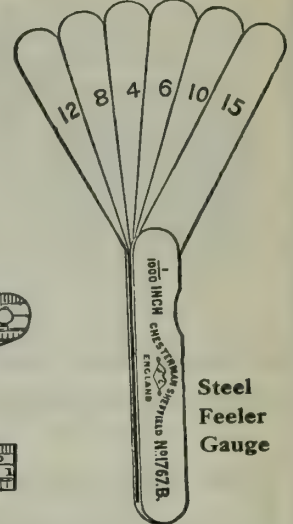
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Steel Pocket Rule



Steel
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MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

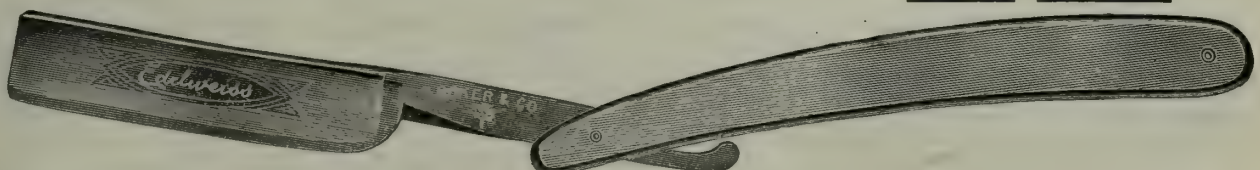
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Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

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Many Hardware Merchants have learned that their best customers are the ones who are influenced by Quality. The Supreme Quality of Tree Brand Cutlery has never been disputed. It has always brought good, satisfied customers to the merchant featuring it. Experience, skill, unlimited resources, and the single idea—Quality—mark the growth of Tree Brand. In wide range of patterns and original designs, in workmanship, in materials, in all essentials, it is the leading brand of Cutlery produced anywhere.

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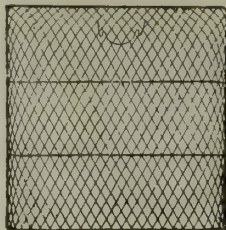
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We manufacture all grades of Wire Cloth and General Wire Work.

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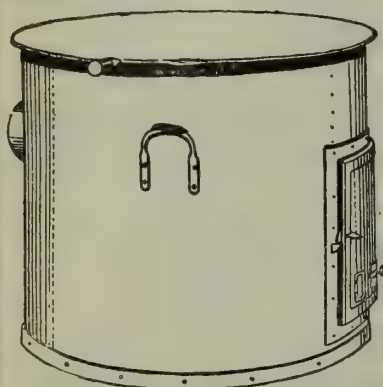
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Saves Coal, Health, Time and
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These cookers are in-
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Grains that are useless
for other purposes, by the
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best marketable product.
Made in 7 sizes for burn-
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Special Milled Work
Cold Pressed Nuts**

Uniform Product, Accurately Machined

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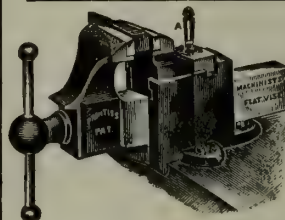
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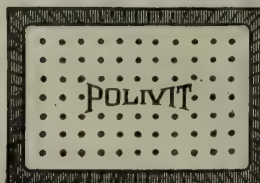
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We are manufacturers of carriage bolts, machine
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Does all the work in ONE MINUTE and requires
NO LABOR—NO POWDER—NO BRUSH—
QUICK, SIMPLE, AND EFFICIENT,
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Every POLIVIT sold will sell a dozen others and create an enormous
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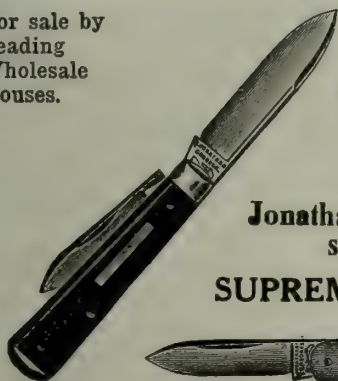
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Strong, Durable, Self-feeding, Sanitary.

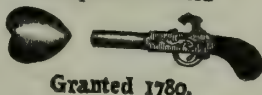
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Granted 1780.

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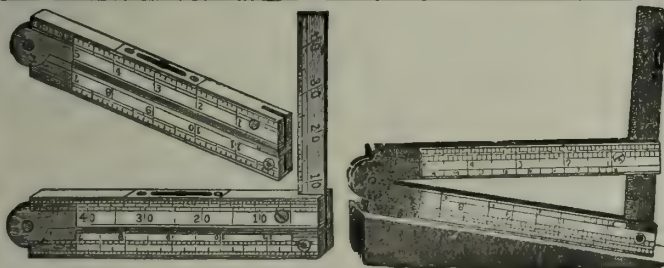
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you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

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Level,
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A Fine Tool.

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PLASTER BOARD--THE COMBINATION
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Battery Zincs, Fuse Wire, Wire Solder

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Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties,
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FILTERS Plain or Screw Faucets 25c Write for details.
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The Best Door Closer is
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Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

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Castings of all Kinds.

Write us for our list of
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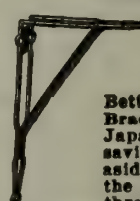
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The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

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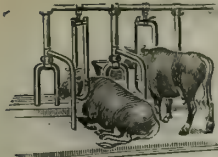
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will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear loose.

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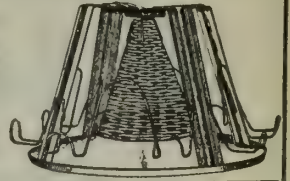
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Requires no shaking. Will not discolor.

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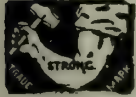
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Wire One Toaster
enables the user to toast five slices beautifully in two minutes and always satisfies. It is a certain seller—write for prices.
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All kinds—All sizes.

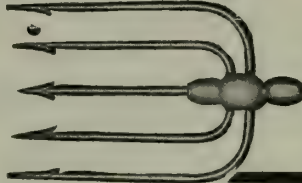
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EQUAL 10 LBS.
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point the way to increased sales. They are real "live wires" in the Sporting Goods line. No stock complete without them. Made in weight and sizes for all purposes

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Corbett Roller Bearing Trucks are the only modern trucks on the market.

Used by railroads, steamboats, factories, dry kilns, stores, warehouses, etc.

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We make Trucks for every purpose. Catalogue and Prices for the asking.

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WE MAKE A SPECIALTY OF
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Malleable Iron Castings

for Carriages and Special
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Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

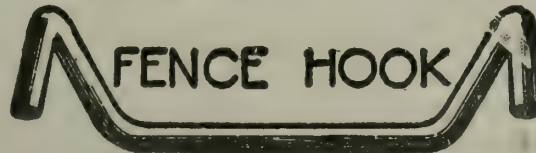
are unequalled for cutting and wearing qualities.



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WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

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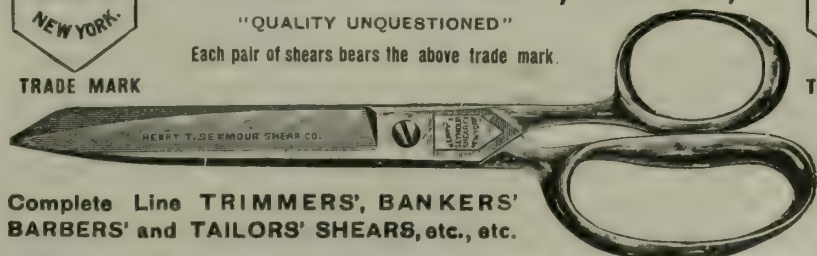
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"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.

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Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

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Simple!
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Will
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There is no cure for fire—

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BLADE**

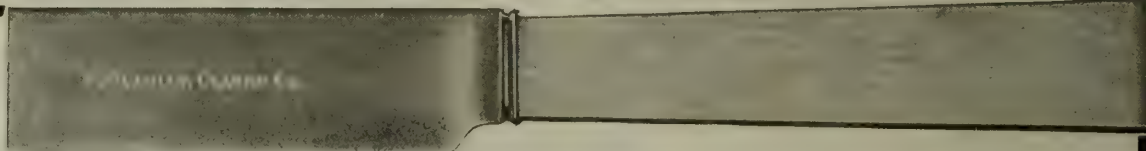


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THAT SELLS
QUICKLY

The blade of our No. 949 knife is made from a special High Carbon Sheffield Steel. The handle from the best English Grained Celluloid. This knife is the "King" of table cutlery, as it is unsurpassed in every respect. Give it a trial and increase your profits—we guarantee satisfaction.

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"BANNER" COLD BLAST LANTERNS



HANDSOMELY FINISHED IN
HEAVY POLISHED TINPLATE and
HARD RED JAPAN, also in
HEAVY ANTIQUE COPPER.

Made with
BRASS WELL ONLY or
IN ALL SOLID BRASS.

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Branches :—Montreal, 30 St. Dizier St. Winnipeg, 56 Albert St.

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McKinnon Electric-Welded Chain

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Our Halter Chain can now
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THE MORRIS & BAILEY STEEL CO.

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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
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Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
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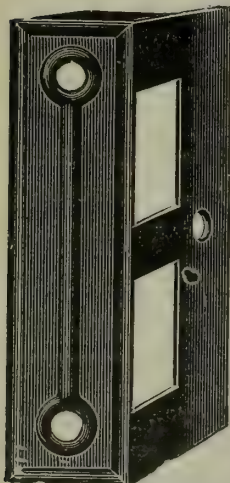
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M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
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National Steel Rim Locks

**ASSURE GREATEST
SECURITY and DURABILITY**

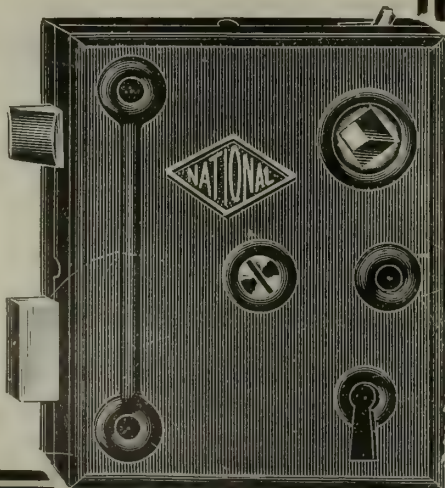
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They are very popular with builders who demand the best locks.

Give the "National" Lock a trial and watch your lock trade increase.

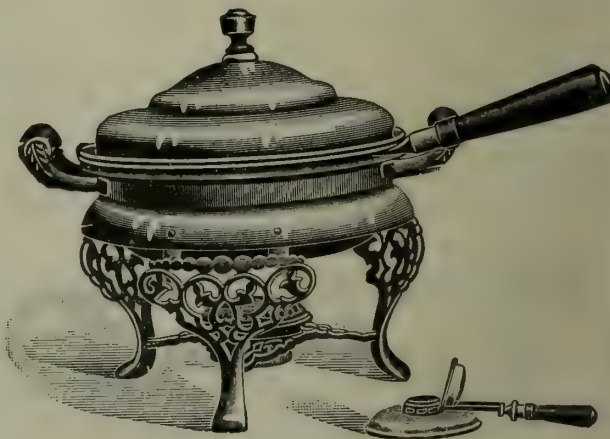
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**NATIONAL
HARDWARE
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ORILLIA, ONT.,
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Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS

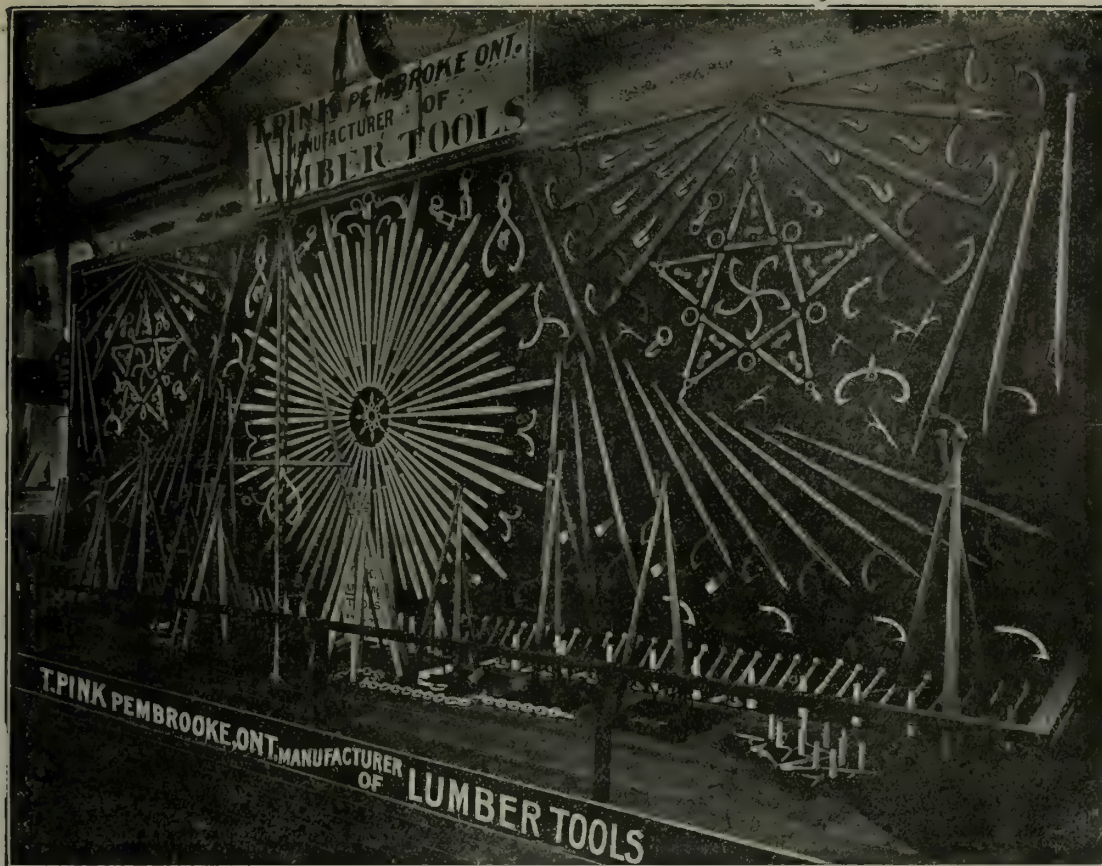


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The Standard Tools
in every province
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We manufacture all
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tools.

Light and Durable
Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

"DIAMOND" HIGH SPEED DRILLS



Tools of Quality Bear These Marks



"W & B DIAMOND" High Speed Twist Drills are of the highest quality and accurate.

Hardened by special process gives them greatest wearing quality and reduces breakage to a minimum.



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Established 1854

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Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

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We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.



No. 190

E. C. ATKINS & CO., Inc.

MAKERS OF STERLING SAWS

Hamilton, Ont.

U.S. Factory, Indianapolis, Ind.

WHEEL BARROWS

for Every Purpose

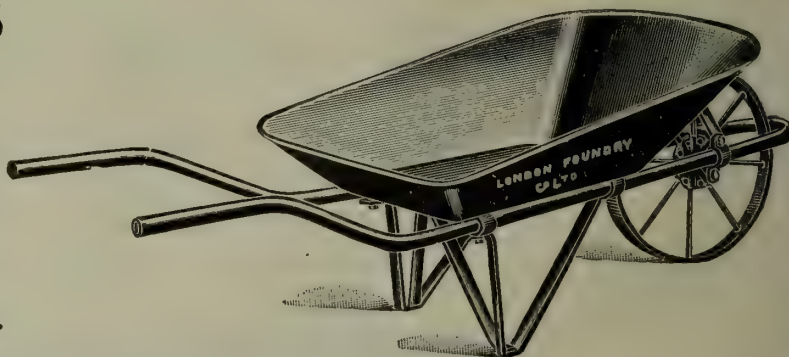
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London - Canada

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STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

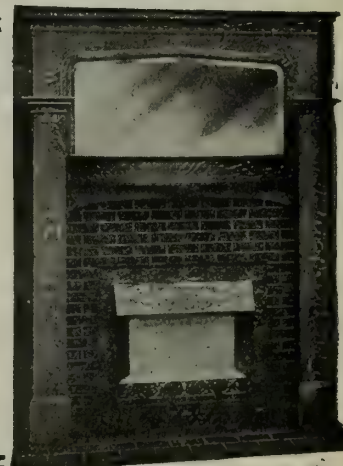
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



For a quick seller---

STILL'S

EXTRA

AXE HANDLES

Beat them all.

You certainly are losing Trade if you do not stock them.

DO NOT DELAY but get a stock at once. For the Price, you cannot surpass them in Quality or Finish.

Write for Prices.

J. H. Still Mfg. Co., Ltd.

ST. THOMAS - - ONTARIO

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.



Montreal, Dec. 4th, 1905

J. W. Harris Mfg. Co., Ltd.
Montreal, Que.

Gentlemen:—
It pleases me to be in a position to state that the "Zephyr" Ventilator placed on my chimney is giving me the greatest satisfaction.

The smoke which we used to have in the house has completely disappeared, owing to the good work of your "Zephyr" Ventilator.

I remain, gentlemen,
Yours truly,

T. A. GAUTHIER,
128 St. Elizabeth St.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal



When a Sportsman drops into your store don't miss the opportunity of showing him your stock of **"Ross" Rifles**

Few men who like guns---even if they have one or more---
can resist the temptation to own a "ROSS" after they have handled one, tried its
mechanism, looked over its sights.

It's a good time right now to sell "ROSS" Rifles. Don't let your stock run low.

ROSS RIFLE CO., Quebec, P.Q.

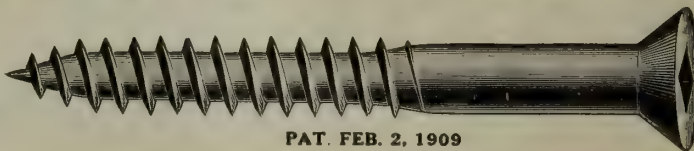


ROBERTSON

SOCKET HEAD

WOOD SCREWS

GET
OUR
PRICES



PAT. FEB. 2, 1909

SEE
THAT
SQUARE
HOLE



HAND DRIVERS, YANKEE BITS BRACE BITS
RIVETS, BURRS, WASHERS, NAILS, WIRE

SEND FOR CATALOGUE

The P. L. Robertson Manufacturing Co., Limited

Milton, Ont.

TORONTO WAREHOUSE: 19 Jarvis Street

F. J. Schuch, Agent



BLACK DIAMOND TARRED FELT

Is a necessity for every up-to-date house because it keeps the house warm in winter and cool in summer.

It is made of the highest-grade material and guaranteed to last as long as the house on which it is used.

We also make a full line of wrapping papers.

F. J. COX, WINNIPEG
WESTERN AGENT



A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

"45"

Seven Tools in One

- 1.—Beading and Centre Beading Plane. 2.—Rabbit and Filletster Plane. 3.—Dado Plane. 4.—Plow Plane. 5.—Matching Plane. 6.—Sash Plane. 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms.

Carpenters will find this tool almost invaluable. Send for catalogue giving complete description.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



MEASURING TAPES

MUST BE ACCURATE

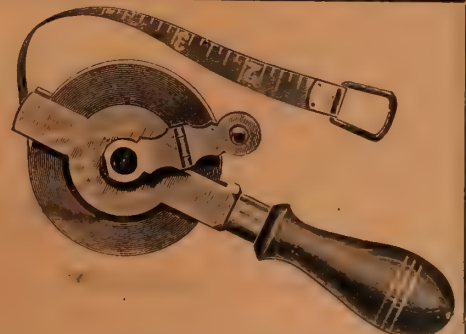
To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear
this Trade-Mark

LUFKIN

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY **THE LUFKIN RULE CO. OF CANADA, LTD.**
ALL JOBBERS, WINDSOR, ONT.



CATALOGUE
ON REQUEST

TRADE MARK

Est. 1868

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve

TRADE MARK

Medals

Awarded
By JURORS at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

TRADE MARK

GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910


TRADE MARK

EKERT PROCESS

RADIUM

PAT IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service,
nothing to equal them has
ever been made.

Manufactured solely by
THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED
Toronto Montreal Halifax Winnipeg Calgary Vancouver

Nitrate of Lead

Best English Make
5 Cwt. Casks.

Stock or Import

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.

LUTHER
TOOL GRINDERS

Fitted with Carborundum sharpening wheels—25 times faster than grindstones
—6 times faster than emery wheels.

Big labor-saver — Big sales — Good profits.



32 different types--Hand and foot power Tool Grinders

Every farmer, mechanic, carpenter, shop, factory and contractor has use for the Luther Grinder, with genuine Carborundum wheels. Built like a high grade lathe and covered by patents. 25 times faster than the grindstone—6 times faster than emery wheels, and more durable than either.

Needs no water cooling. Sharpens the hardest steel at lightest touch—will not draw temper from steel.

Special attachments for all kinds of difficult sharpening, polishing and grinding, such as gumming saws, sharpening twist drills, etc.. Best steel and malleable construction, with bronze, dust-proof bearings in oil bath, machine cut spur gears.

Largest manufacturers of hand and foot power grinders in the world.

Everyone who has tools to sharpen can pay for the Luther Grinder many times by saving in time, consequently Luther Grinders are easy to sell. Write for illustrated booklet and liberal prices to dealers.

LUTHER GRINDER MFG. CO. Dept. 39 Stroh Bldg
Milwaukee, Wis.

Christmas Goods Number

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg.
New York: 115 Broadway.

Toronto: 143-149 University Ave.
Chicago: 140 S. Dearborn St.

Winnipeg: 34 Royal Bank Bldg
London, Eng.: 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 25, 1911

NO. 47

ANVILS
HENRY BOKER BITS
MANUFACTURER
ARROW  **BRAND**
REGISTERED TRADE MARK
HARDWARE VICES
SPECIALITIES OF ALL DESCRIPTIONS
Pliers
For Sale by Leading Wholesale Houses.

There is nothing cheap about

"Queen's Head"



except the difference in price between
it and inferior qualities.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

The Taylor-Forbes LAWN MOWERS

Are Easy Working, Durable and Efficient

Our lawn mowers are made from the highest grade material and have a design and finish that cannot be excelled by any other make.

Each mower has a knife or cutting bar so arranged as to be always kept close to the cylinder—this presents a positive cutting surface, making the mower self sharpening.

Has extra long bearings which permit its use a long time with little oil.

Has gear encased, so that the dirt cannot enter and clog the working parts.

Will cut grass close to the border or trees.

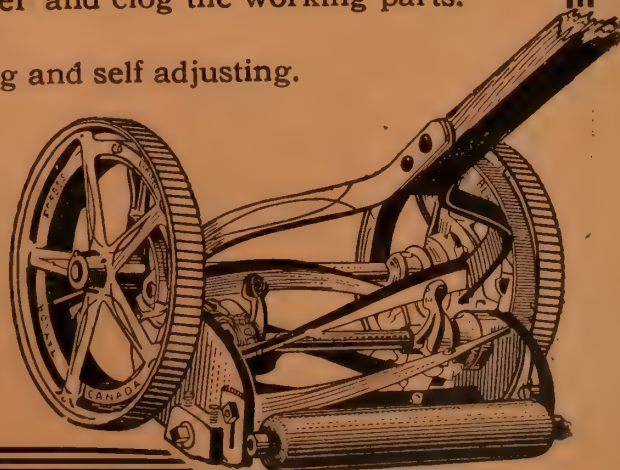
Our ball bearing machines are self sharpening and self adjusting.

Do not hesitate in putting in a stock as we allow good profits and guarantee satisfaction.

SEE THEM AT YOUR JOBBERS

Taylor - Forbes Company, Limited
GUELPH, ONTARIO

REPRESENTED BY:—Taylor-Forbes Co., Ltd.—246 Craig St. W., Montreal; H. G. Rogers—53½ Dock St., St. John, N.B.; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C.; H. F. Moulden & Son—Traveller's Bldg., Winnipeg; Canadian United Mfrs. Agency—London, England.





Put the GILLETTE On the Firing-Line

As a Christmas specialty it's certainly a quick-firer.

Attractive as a piece of jewelry.

Useful 365 days in the year.

The keenest, quickest razor the world has ever seen.

The best advertised and best known \$5.00 article in your store.

Just the right price for a really good Christmas present.

Solves the hardest Christmas problem—what to get for a man.

Order More GILLETTES by Night Letter

Don't miss sales by letting your assortment run short.

You can often sell a Pocket Edition or a Combination Set (the Traveller's friends) as a gift for a man who already has a Standard Set, so be sure to keep some of these styles on hand. Put them out on the firing-line, in your window and on your counters, where Christmas shoppers can't miss them.

Read the Folder we are sending you—particularly the "GILLETTE Assortment" part on Page 2, and make good use of Page 7—or send in your orders by Night Letter.

Order quickly—NOW—and we can ship quickly. Later on we may not be able to do so.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory: 63 St. Alexander Street, MONTREAL

Offices also in New York, Chicago, London, Eng., and Shanghai, China
Factories in Montreal, Boston, Leicester, Berlin and Paris



Mr. Hardware Merchant



If you want quality,
combined with price,
you cannot do better
than to buy

B. H. & L. Mfg. Co.'s

line of

Builders' Hardware

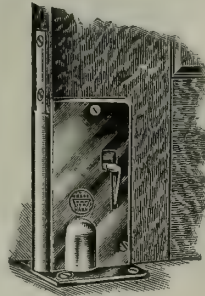
We especially re-
commend to you our
bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED, ONTARIO



TRADE BUILDING

Have you a stock of Spring Hinges that
have distinctive selling features which your
salesmen can offer and which would make
the prospective purchaser
buy them and no other?



**Chicago "Relax"
Spring Hinges**

are in great demand. They
are substantial in construction
and readily applied. The EXCLUSIVE FEAT-
URE of spring action
release, allowing the door
to be placed at any desired position and auto-
matically re-engaging when the door is
closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes
the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

These Two "YANKEE" TOOLS

are Catching the Mechanics

Same tool as the popular No. 30, but
with a Spring inserted in the Handle
to drive the spindle back quickly,
ready for the next push. A great
advantage for overhead work or
where only one hand can be
used. Takes all the Attach-
ments used in the
No. 30.

**Quick Return
No. 130**



"YANKEE"

Push Brace No. 75

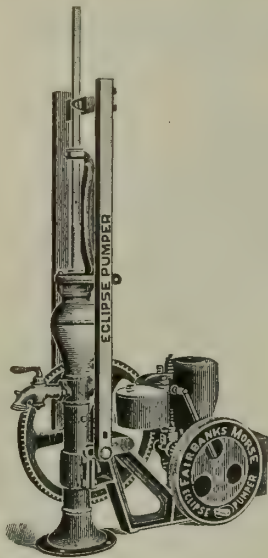
Bores $\frac{3}{8}$ " holes in any kind of wood
in half the time of a Bit-Brace and
does it easier. Drives and draws screws---
takes all the small tools and works in close quar-
ters where a Bit-Brace cannot be used. Bearing down
on the Handle drives it with that quick and easy motion of
the "Yankee" Spiral Driver. **These Are the Coming Tools.**

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

More Water for Less Money



Would you pump water from a deep well for two cents per hour? That's what the "ECLIPSE PUMPER" does right along. Neither does its usefulness end there. The engine is easily disconnected from the pump and is all ready to turn the cream separator, run your grindstone or grind your feed, etc. The "ECLIPSE PUMPER" is a practical, guaranteed "Fairbanks-Morse Engine."

Every hardware dealer should carry them; and a letter to our nearest branch will bring you our catalogs and our special terms to agents.

The Canadian Fairbanks-Morse Co., Ltd.

FAIRBANKS STANDARD SCALES—FAIRBANKS-MORSE GAS ENGINES—SAFES and VAULTS

Montreal, Toronto, Winnipeg, Vancouver, Calgary, Saskatoon, St. John

The S.M.P. "Diamond" and "Pearl" Enamel Ware

Patent Steam Cereal Cooker

Retinned Covers

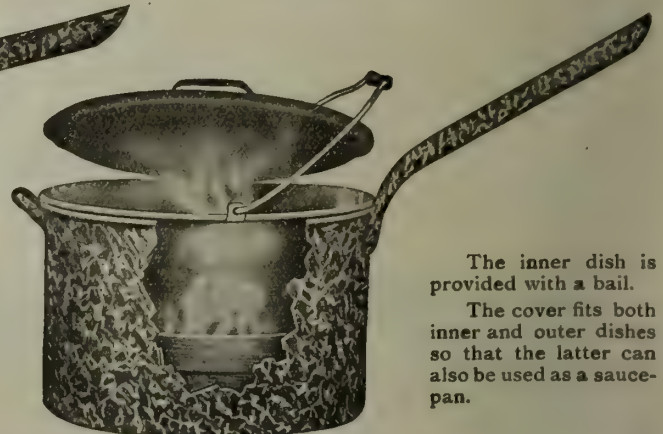


So many people say they cannot eat oatmeal, but our Steam Cereal Cooker helps over the difficulty. The kernels are expanded by the steam circulating over them, making them tender, delicious and readily digested.

Nos.	103	105	135
Quarts (Inside Dish)	3	5	3 and 5
Case Lots, Dozen	1	1	1

Improved Steam Cereal Cooker

Saucepan Covers



The inner dish is provided with a bail.

The cover fits both inner and outer dishes so that the latter can also be used as a saucepan.

Nos.	104	106	108
Pints (Inside Dish)	4	6	8
Case Lots, Dozen	1	1	1

PRICES ON APPLICATION

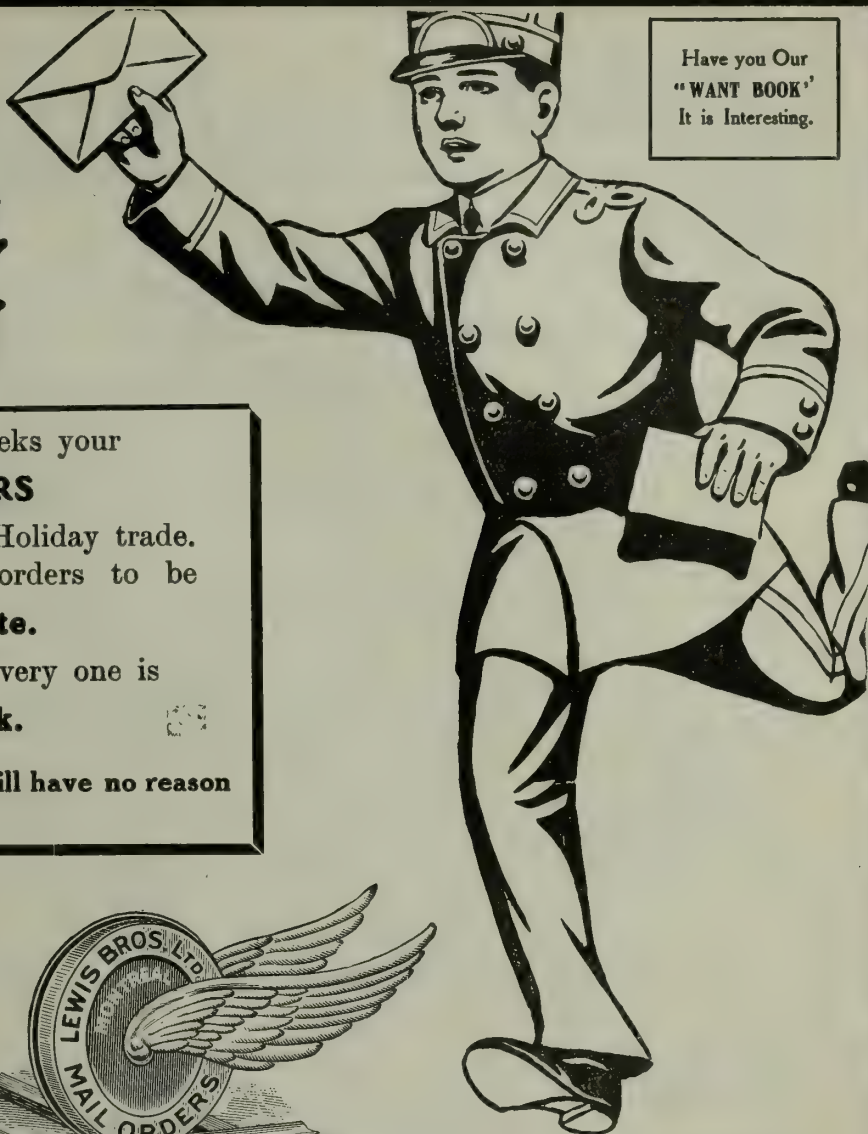
THE SHEET METAL PRODUCTS COMPANY OF CANADA, LIMITED

SUCCESSORS TO

KEMP MANUFACTURING COMPANY, Toronto, Montreal, Winnipeg.

A MESSAGE FOR YOU

Have you Our
"WANT BOOK"
It is Interesting.



For the next few weeks your

MAIL ORDERS

will be for goods for the Holiday trade.
You will expect such orders to be

Filled Complete.

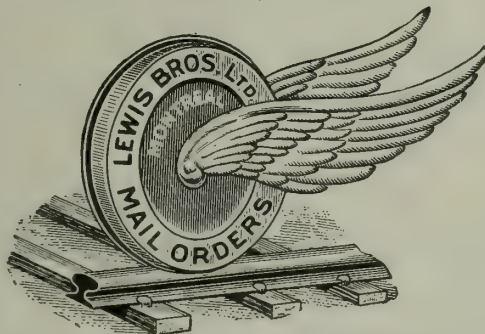
You will require that every one is

Shipped Quick.

Send them to us and you will have no reason
to regret it.

Send for Our
No. 461
Sporting Goods
Catalogue

It is full of such goods as you
require at this season.



"Best in the Land—BLACK DIAMOND BRAND."

Send for Our
No. 43 Cutlery Supplement
Showing attractive Carving Sets.

**We have the Lines. We have the Stock.
We have facilities for Shipping Quick.
Our Prices are Reasonable.**

Note this list of very Seasonable Goods and check them up against your stock :

Sewing Machines
Clocks
Miller Oil Heaters
Triumph Vacuum Bottles
Bissell Carpet Sweepers
Carving Sets

Perfection Ash Sifters
Triumph Ash Sifters
Snow Shoes
Boys' Steel Sleds
Ice Skates
Steel Game Traps

Weather Strip
Sleigh Bells
Horse Blankets
Carriage Heaters
Snow Shovels
Door Mats

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

Christmas Suggestions

Send
Us

Merchants---

Your
Orders

It is time to be thinking of the Holiday
Buying and two questions arise:

“Where to Buy”---“What to Buy”

We know you can't do better than
buy your requirements from us.

Our Lines suitable for the Holiday
Trade are beyond comparison.

**Our stock includes the
well-known Selling Lines**



“Climax” Watches

Opera Glasses
Safety Razors
Electric Sad Irons
Ladies' Companions
Carvers in Cases
Tool Cabinets
Snow Shoes.

Pocket Lamps

Carvers in Cases
Cutlery Cabinets
Carpet Sweepers
Manicure Sets
Dessert and Table
Cutlery
Tea and Coffee Per-
colators
Skates.



Place your Orders at once for the
Holiday Trade and keep your Stock
Attractive and Up-to-Date by getting
the latest.

Write for
Prices
on our
Cutlery
Cabinets
and
Fine Cutlery

Our Prices
are Right.

WE SHIP PROMPTLY



All Inquiries Receive Prompt Attention.

It will pay
you to
sell
Our Lines.

Once
Sold,
Always
Sold.

WE SHIP PROMPTLY

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND METAL MERCHANTS



MONTREAL

CANADA



FINE-TONED SLEIGH BELLS



No. 63. Red Leather Strap, 12 Steel Bells, Nickel-plated, on each.



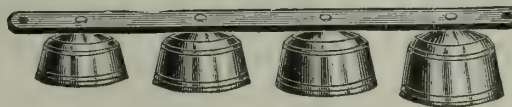
No. 122. Black Leather Strap, fitted with 12 Nickel-plated Bells.

Top Shaft Chimes

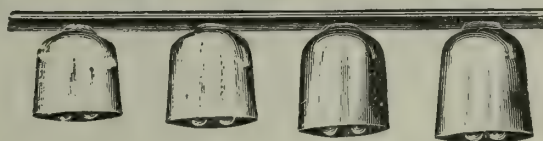


No. 100. Bell-Metal Gongs, Polished and Nickel-plated.

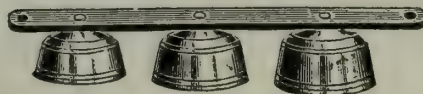
Bottom Shaft Chimes



No. 32. Fine-Toned Cast Gongs, Harmonized, Nickel-plated and Polished.



No. 90. Deep Cup Cast Bell-Metal Speeding Chimes, Nickel-plated and Polished.

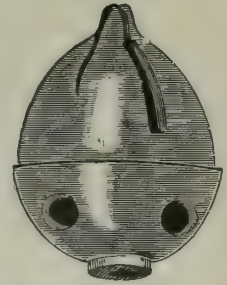


No. 28. Cast Bell-Metal Gongs, Harmonized, Nickel-plated and Polished.

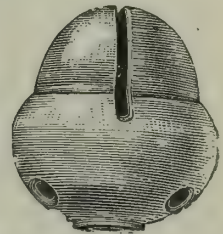
**Our General Catalogue
shows Full Line**

Caverhill Searmont & Co

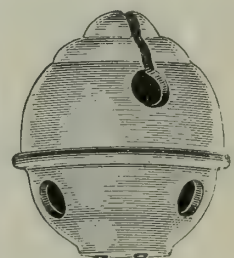
MONTREAL and WINNIPEG



No. 18. Black Leather Strap, fitted with 12 Cast Bell-Metal Bells. Fine tone.



No. 800. Red Leather Strap, fitted with 50 Cast Bell-Metal Bells. Fine musical tone.



No 894. Russet Leather Strap, fitted with 50 Stamped Bell-Metal Bells.

The
Steel Company of Canada
Limited

Soft Basic Open Hearth
S T E E L B A R S

Excel in Toughness, Softness, Strength,
Ductility and Ease of Welding.

HORSE SHOES

HORSE NAILS

W R O U G H T P I P E

MERCHANT, BLACK and GALVANIZED

WOOD SCREWS

MACHINE SCREWS

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods,

WIRE OF ALL KINDS :: FIELD FENCING
PUTTY, SHOT, LEAD PIPE, WHITE LEAD

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.



"Samson" Sporting Goods

The spirit of outdoors is growing—for Winter as well as Summer. The demand for Hockey Sticks and Toboggan Outfits will be brisk between now and Christmas. We have the lines best worth your pushing—goods that carry with them a guarantee of satisfaction.

ORDER NOW.

H. S. Howland, Sons & Co., Limited

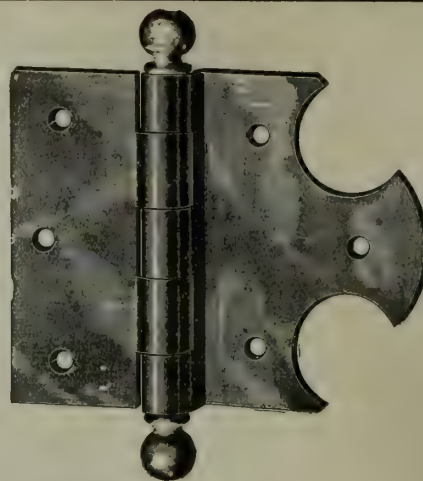
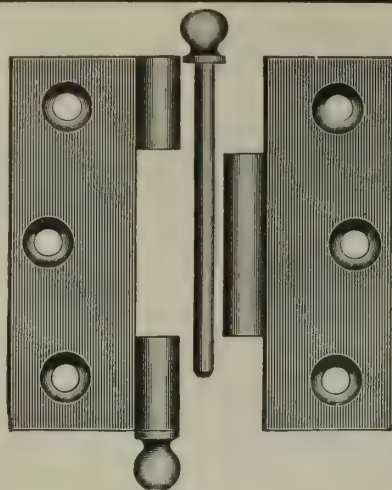
WHOLESALE HARDWARE

TORONTO

We Ship
Promptly.

Graham Nails are the Best.

Our Prices
are Right



SOME IDIOT

ONCE SAID:—"A HINGE IS A HINGE—QUALITY COUNTS FOR NOTHING."

- ❑ Don't you often think of the sales you lost to the concern down the street?
- ❑ In a majority of cases wasn't the would-be customer after a superior article than what you had in stock?
- ❑ Don't content yourself with an inferior grade in builders' hardware.
- ❑ Stock up with "Crescent Brand" Goods—then you'll have the best and can sell the best.

FOR SALE BY ALL THE LEADING WHOLESALE HARDWARE HOUSES.

Canada Steel Goods Co., Hamilton, Canada

"Rogers" Genuine Sheffield Cutlery

MANUFACTURED BY

HENRY ROGERS, SONS & CO., Limited

REGISTERED



H.R.S. & CO
TRADE MARK

SHEFFIELD, ENGLAND

TABLE AND POCKET CUTLERY
OF EVERY DESCRIPTION

REGISTERED



H.R.S. & CO
TRADE MARK

Butcher, Hunting and Spear Point Knives, Fish and Fruit Knives and Forks
Carvers in Cases

CABINETS fitted with steel and E.P. Cutlery of every description.

STOCK CARRIED BY ALL LEADING HOUSES

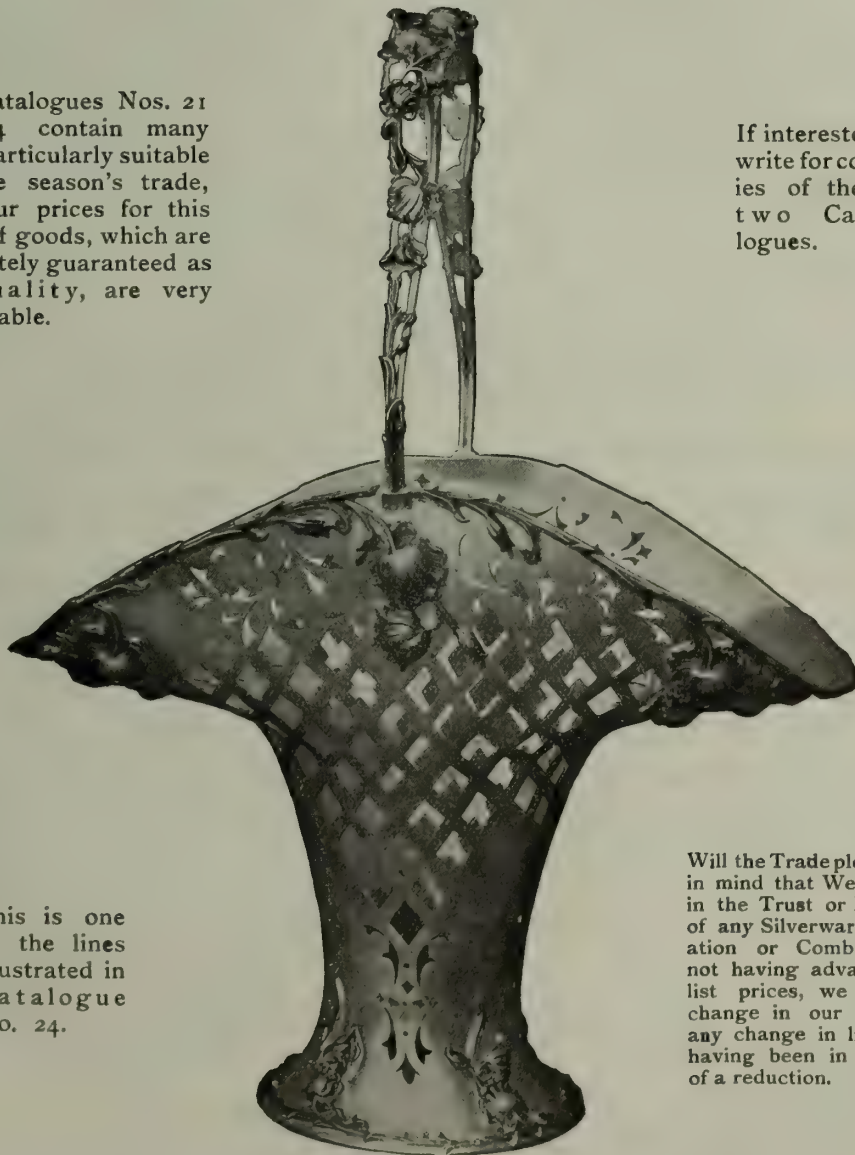
Canadian Branch: 6 St. Sacrament Street, MONTREAL



Christmas Silverware

Our Catalogues Nos. 21 and 24 contain many lines particularly suitable for the season's trade, and our prices for this class of goods, which are absolutely guaranteed as to quality, are very reasonable.

If interested, write for copies of these two Catalogues.



This is one of the lines illustrated in Catalogue No. 24.

Will the Trade please bear in mind that We are Not in the Trust or Members of any Silverware Association or Combine, and not having advanced our list prices, we made no change in our discount, any change in list prices having been in the way of a reduction.

No. 1100—Fruit or Flower Basket.
Height 16 in. hcs.
Finished Bright or in French Grey.

The Toronto Silver Plate Co., Limited

Factories and Salesrooms, West King St., Toronto
E. G. GOODERHAM, President

Christmas is coming. This statement is not a startling piece of news, but a good-natured reminder to the hardware dealer whose best time is between now and the end of the year.

Have you a holiday stock of STERNAUWARE? Have you a copy of the new Blue Book to order from? If you have not, you need it right away, of course, and we shall be glad to send it as soon as we hear from you.

It is a complete catalogue of STERNAUWARE, including seasonable products for Christmas gifts and novelties scarcely dreamed of when the previous catalogue was printed.

The dealer makes a handsome profit on every sale and he clenches the good-will of the customer.

You do not sell many stoves nor ranges to the same family, but STERNAUWARE is so varied, covers so much that is useful and beautiful in silver-plate, nickel-plate, brass, copper, glass and fine woods that one sale to a satisfied customer (and he is bound to be satisfied) cannot fail to be followed by others.

STERNAUWARE is for the bathroom, kitchen, dining-room and the master's den. Its presence in a hardware dealer's store marks him as a dealer abreast of the times and visibly swells his profits.

Now won't you write for that Blue Book?

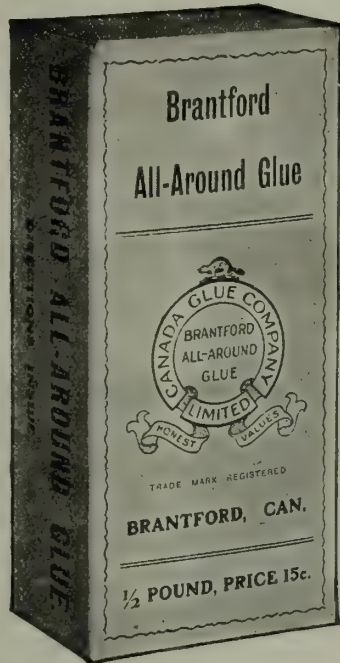
S. STERNAU & COMPANY

NEW YORK SHOWROOMS
305 Broadway
N.W. Cor. Duane Street

MAKERS OF
STERNAUWARE
COMPRISING
*Fancy Teakettles, Chafing-dishes
and their Accessories, Coffee-
machines, Trays, etc.*

OFFICE and FACTORY
195 Plymouth Street
BROOKLYN, N.Y.

BRANTFORD



ALL-AROUND GLUE

E. G. Prior & Co., Ltd.Victoria, B. C.
 J. H. Ashdown Hdwe. Co., Ltd.....Calgary, Alta.
 Ross Bros., Limited.....Edmonton, Alta.
 Peart Bros. Hdwe. Co., Ltd.....Regina, Sask.
 Hanbury Hardware Co.....Brandon, Man.
 J. H. Ashdown Hdwe. Co., Ltd.....Winnipeg, Man.
 Marshall-Wells Co., Limited....." "
 Merrick-Anderson Co....." "
 Miller-Morse Hdwe. Co., Ltd....." "
 G. F. Stephens & Co., Ltd....." "
 Winnipeg Paint & Glass Co., Ltd.. " "
 Wood, Vallance Ltd....." "
 Whites Limited.....Colingwood, Ont.
 The Fife Hardware Co.....Fort William, "
 Wood, Vallance & Co.....Hamilton, "
 Cowan Hardware Co.....London, "
 Thos. Birkett & Son Co., Ltd.....Ottawa, "
 Cochrane Hardware, Limited.....S. Ste. Marie, "
 H. S. Howland, Sons & Co.....Toronto, "
 Kennedy Hardware Co., Ltd....." "
 Caverhill, Learmont & Co.....Montreal, Que.
 Frothingham & Workman, Ltd.... " "
 Lewis Bros., Limited....." "
 Jas. S. Neill & Sons, Ltd.....Fredericton, N.B.
 Emerson & Fisher, Limited.....St. John "
 The S. Hayward Co., Limited....." "
 A. M. Bell & Co., Limited.....Halifax, N.S.
 Cragg Bros. & Co....." "
 Thompson & Sutherland.....New Glasgow, N. S.
 Rogers Hardware Co., Ltd.....Charlottetown, P.E.I.



*"A substitute shines brightly as a King until a
 King be by."*

MERCHANT OF VENICE

DID it ever occur to you what a depth of meaning is con-
 tained in the words above? It is true of

BABBITT METALS

as well as of

KINGS

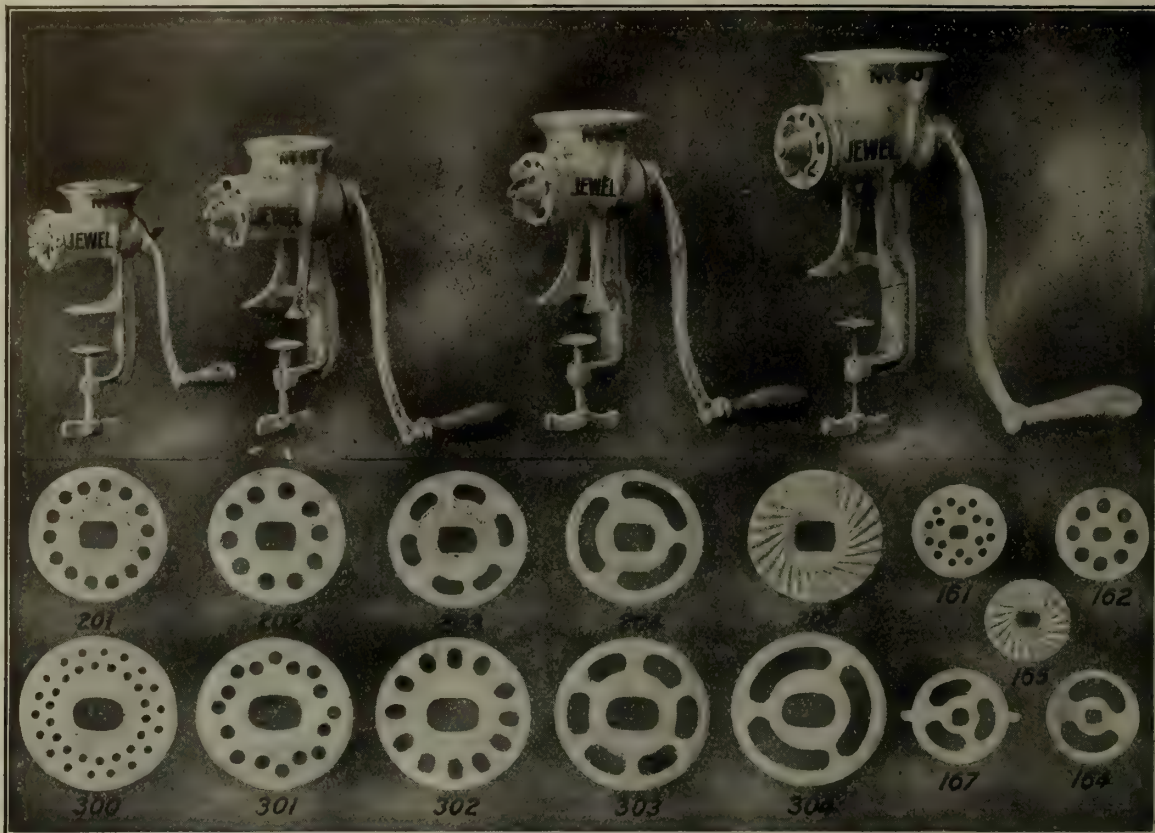
That is how Harris Heavy Pressure—the Babbitt Metal without a fault—
 has attained its present position, and proved by comparison that it is
 best Babbitt Metal for all General Machinery Bearings.

Engineers Know that **Harris Heavy Pressure**
 is copper hardened, flows freely and gives a bearing that lasts.

Hardwaremen Know it brings repeat orders, and makes satisfied customers.

WRITE FOR PRICES

The Canada Metal Co., Limited, Toronto



[Here's a Genuine Sales Maker Maxwell's "Model" Food Cutter

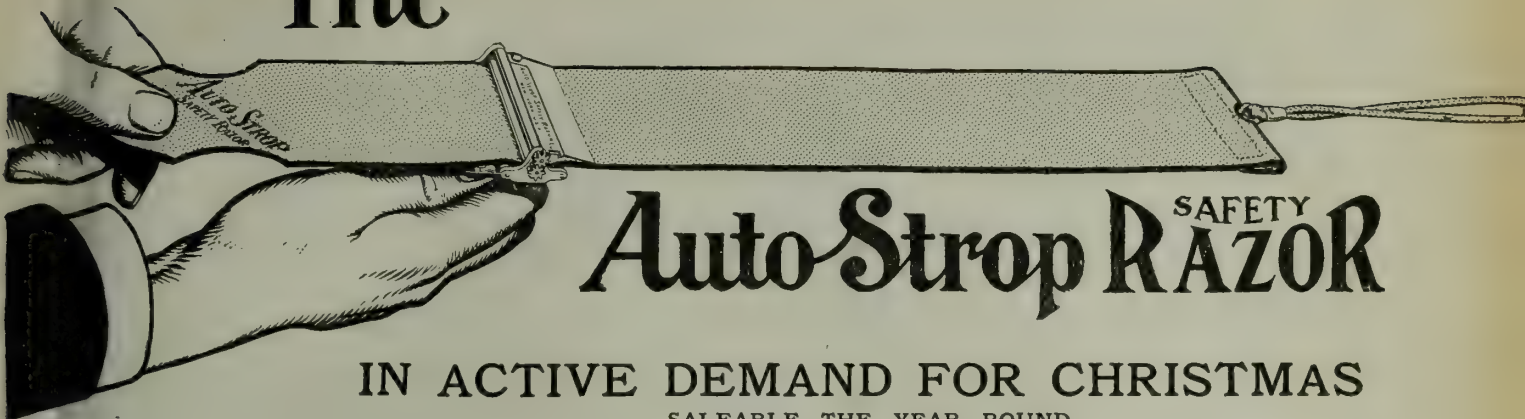
is an exceptionally serviceable all-round machine. It is made in sizes to suit the needs of the family of two as well as those of the hotel and boarding house. The variety of cutters fits it for any work.

We are the only manufacturers in Canada making Food Cutters, and we claim that in quality and finish Maxwell's Food Cutters are superior to any of foreign manufacture. You'll find that these "Made in Canada" machines will lead in sales as well.

Write for Samples and Quotations

DAVID MAXWELL & SONS, - ST. MARY'S, ONT.

The



Auto-Strop SAFETY RAZOR

IN ACTIVE DEMAND FOR CHRISTMAS

SALEABLE THE YEAR ROUND

A Man Finds Difficulty in choosing a Lady's Present.

How Much More Difficult when the case is reversed.

The Lady is Undecided. She will gladly spend five dollars---the Autostrop is shown and demonstrated---she is told that it is returnable or exchangeable, even after it has been in use for thirty days.

What Have You In Your Showcase

so well adapted to her purpose as the Autostrop Safety Razor?



Not
a Stropping
Machine--
but the Razor
that Stropps Itself

The Autostrop is sold by all the representative jobbing trade.

MANUFACTURED IN CANADA

Offices and Factory :---400 Richmond St. West, Toronto

345 Fifth Ave., NEW YORK

61 New Oxford St., LONDON, ENG.

WRITE AT ONCE FOR CATALOG AND QUOTATIONS



ONEIDA JUMP TRAPS

are easy to carry. Trappers like them because they are light, compact, and can be set in narrow runways.

ONEIDA COMMUNITY, LTD.,

Niagara Falls, Ont.

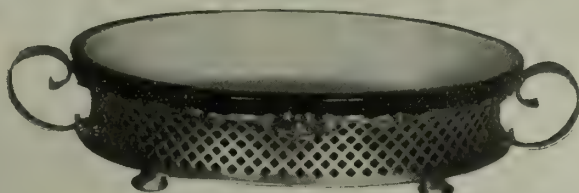
Also Makers of the
NEWHOUSE, VICTOR and HAWLEY & NORTON TRAPS

MR. HARDWARE MERCHANT !

If you want to partake in the sales of

Standard Silver Casserole Goods

look over our latest Catalogue C
and get your order in.



A more useful and profitable
line cannot be found to
increase your sales and help
to bring your store into
prominence.

Attractive Goods at attractive prices.
Quick and profitable sellers.

*Manufactured and
guaranteed by*

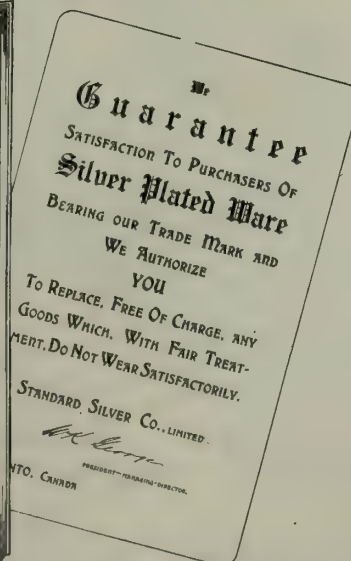
Standard Silver Co., Limited

33-41 Hayter St., Toronto

MAKERS OF "SILVERWARE THAT SELLS."



The Last Word in the Manufacture of High-class Silver Plate



WRITE FOR IT AT ONCE

STANDARD SILVER COMPANY, LIMITED, 33-41 Hayter Street, TORONTO

---MAKERS OF---

"SILVERWARE THAT SELLS"

PREPARED DECORATIVE BURLAPS FOR WALLS

ECONOMY and DURABILITY

¶ These are two of the chief features of our Burlaps, and if the goods possessed no other qualities to recommend themselves, it would still be to your advantage to use them.

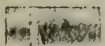
¶ But they do possess other excellent qualities, viz.: They are also

SANITARY

ARTISTIC

EASILY CLEANED

DUST PROOF



STOCKED IN A VARIETY OF WIDTHS, viz.:—30, 36, 45, 54, 72 and 90 inches

LENGTH OF ROLLS 30 YARDS

Write for **SAMPLE BOOK** and pamphlet giving **PRICES**
:: and **USEFUL INFORMATION** concerning them ::

The Dominion Oil Cloth Co.
MONTREAL **LIMITED**

SPOONS
FORKS AND
OTHER PIECES
STAMPED

1847 ROGERS BROS.



X S TRIPLE

ARE THE
ORIGINAL
AND GENUINE
"ROGERS" GOODS



"SILVER
PLATE
THAT
WEARS

ACTUAL
SIZE
TEA
SPOONS

DESIGNS IN

"1847 ROGERS BROS."

brand are the equal of the best sterling silver, in pattern, finish and general excellence of making—the result of over sixty years' experience, combined with the determination to produce the best at whatever cost. The "silvery" effect, so pleasing to the eye and so often lacking, is exemplified in these designs in all its beauty.

Although there are several makes of Rogers goods, there is but one "1847 Rogers Bros."

Every piece of "1847 Rogers Bros." ware has back of it an absolute guarantee.

STAPLE SPOONS AND FORKS.

PRICES PER DOZEN

Fancy Patterns		Tipped and Shell		Fancy Patterns		Tipped and Shell	
X S TRIPLE	X S QUINTUPLE	X S TRIPLE	X S QUINTUPLE	X S TRIPLE	X S QUINTUPLE	X S TRIPLE	X S QUINTUPLE
Tea Spoons.....	\$4.75	\$6.50	\$4.25	\$6.00	Soup Spoons....	\$9.50	\$13.00
Dessert Spoons...	8.50	11.00	7.50	10.00	Dessert Forks...	8.50	11.00
Table Spoons....	9.50	13.00	8.50	12.00	Medium Forks..	9.50	13.00
						\$7.50	\$10.00
						8.50	12.00

It is Reputation that Sells Silverware

1847 ROGERS BROS. is the most widely known brand of silver plate.

It has the confidence of the public.

It is the standard to which other silverware is compared.

Sixty-three years' experience in manufacturing and a half century of continuous advertising have established a reputation for quality unapproached by any other brand.

1847 ROGERS BROS. has always been heavily advertised—the trademark has been a household word through three generations.

Following the usual policy of creating sales for the dealer, this season's advertising will be on a more liberal scale than ever, and it will be unusual in appearance and interest.

The 1847 Girl

is a national figure in advertising, and wherever seen instantly associated with **1847 ROGERS BROS.** silverware. She will be seen in colors in the *Ladies' Home Journal*, *Woman's Home Companion*, *Delineator*, *Designer*, *New Idea Magazine*, *Pictorial Review*, *Christian Herald*, and in black and white in a long list of other magazines of national circulation.

Will these advertisements make sales for you?

They will, if you carry the **1847 ROGERS BROS.** line.

Your Jobber Can Supply You

with a full line in any of the patterns that you may select.

If you are not carrying the **1847 ROGERS BROS.** line, or if your stock needs replenishing, send your orders to your jobber now and

**Let Your Customers Know that You Sell the Most Popular
Brand of Silver Plate.**

MERIDEN BRITANNIA CO.

HAMILTON

-

-

-

CANADA

XMAS PROFITS

For YOU, Mr. Hardwareman

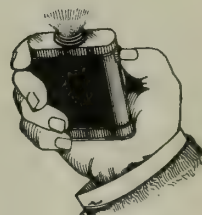
NOW is the time to stock **ELECTRIC NOVELTIES** for Xmas. People want them **NOW**. They make the most useful gift.

Every Hardware Dealer across the border is handling this line; in Canada are still a few who do not make money in Flashlights.

We want to **SHOW THEM** how much **PROFIT THEY MISS**. Write for our **XMAS CATALOGUE** and our **SPECIAL PROPOSITION**



NINE LIVES GOODS



Remember, once you sell a Flashlight, **REPEAT ORDERS** for Batteries or Lamps are bound to come to you, so you have a new source of **EVERLASTING** profits.



You Know the **QUALITY** of our **X CELL** Batteries. If they are good enough for the **BELL TELEPHONE CO. OF CANADA** they are good enough for anybody.

Canadian Carbon Co., Ltd.

Factories:

TORONTO

96 King Street West

WINNIPEG

Irish and Bury Avenues

WRITE TO NEAREST FACTORY FOR CATALOGUE AND PRICES



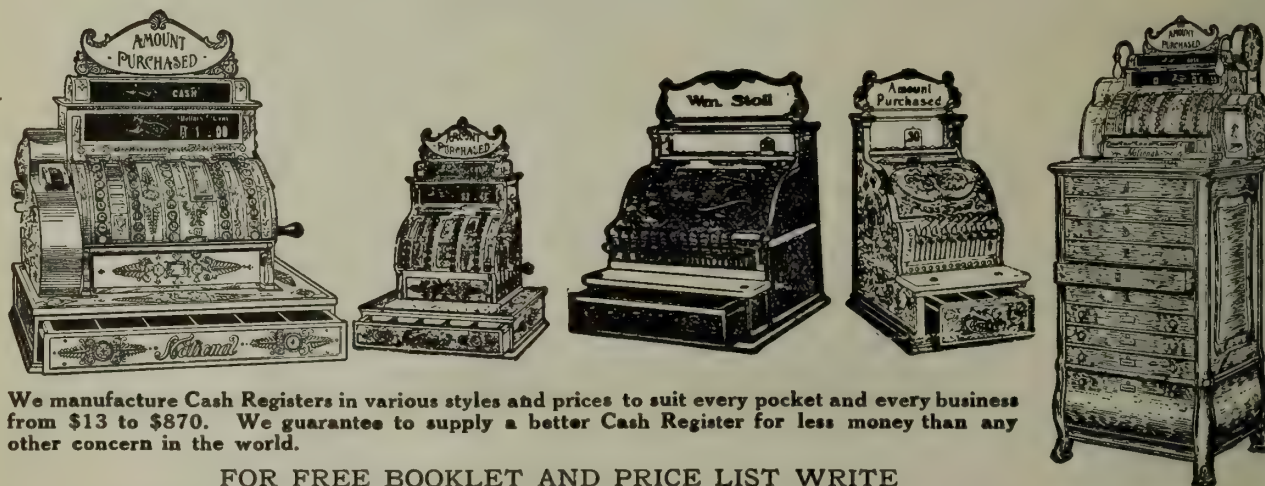
Who loses, Mr. Merchant, when your clerk is interrupted and forgets to enter a charge sale?

Or when your clerk offends a customer by overcharging---or charges goods against the wrong customer?

Putting a National Cash Register receipt in every parcel prevents such mistakes, and saves you many a dollar.

That's why customers prefer to deal in stores that have a National Cash Register. Also it is the reason a million merchants have adopted this system.

Successful Merchants put a Receipt in Every Parcel



We manufacture Cash Registers in various styles and prices to suit every pocket and every business from \$13 to \$870. We guarantee to supply a better Cash Register for less money than any other concern in the world.

FOR FREE BOOKLET AND PRICE LIST WRITE

THE NATIONAL CASH REGISTER CO.

Head Office for Canada and Canadian Factory, TORONTO

F. E. MUTTON, Manager in Canada



The "Fairy Queen"

Burns Coal or Wood

This is a very satisfactory heater, made in six sizes.

It has a large fire door and is fitted with ash chute. Rods are on the outside, insuring durability.

Full nickelled, making it an attractive and cheerful parlor stove.

The Fairy Queen is a modern stove at a low price.

"Famous" Garbage Pails



A Household Necessity

Entire pail dipped in galvanizing tank, so every seam closed tight. No raw iron showing—so will not rust out.

Supplied with slipover covers. Packed in nests of four.

Strong Safe Secure

McClary's

London

Toronto

Montreal

Winnipeg

Vancouver

St. John

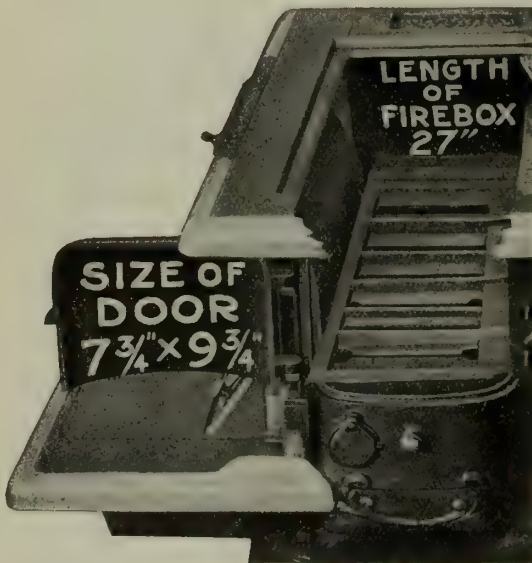
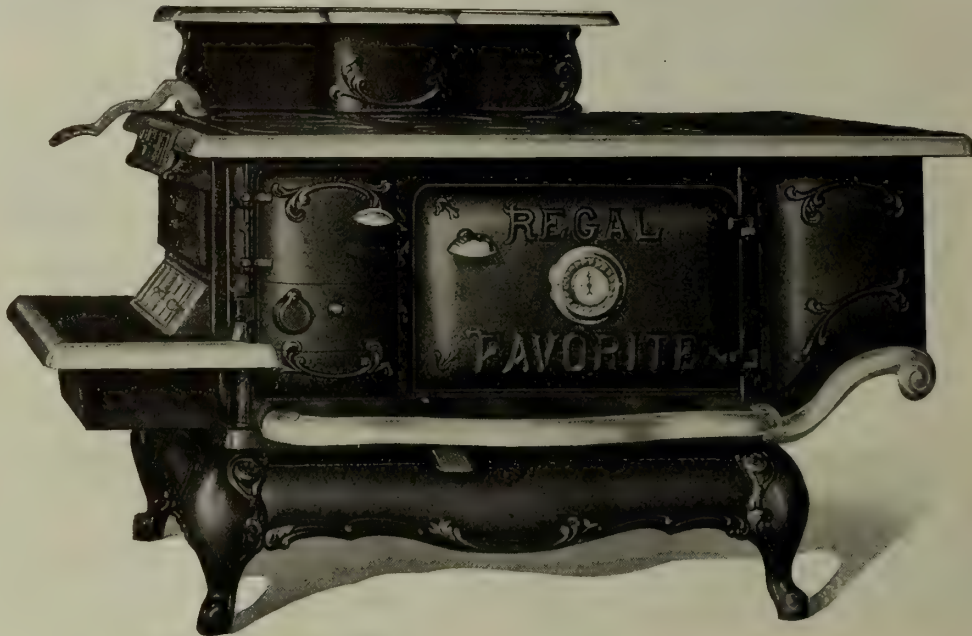
Hamilton

Calgary

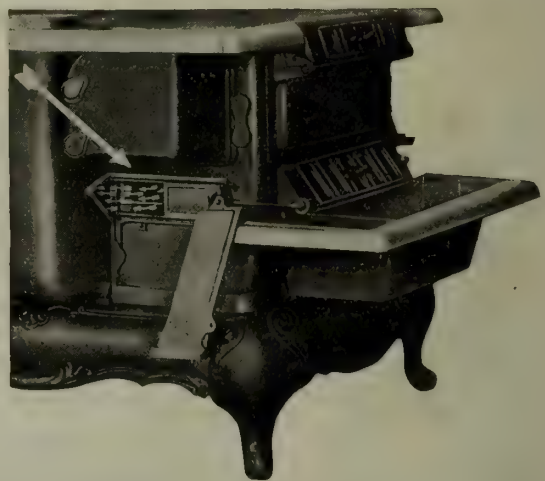
Saskatoon

ARE you not repeatedly asked by your farmer customers for a High Class Coal and Wood Cast Range with a large and roomy oven and top cooking surface, and a long and roomy firebox for wood?

THE REGAL FAVORITE is specially built to meet the demands for a Range of this kind. Place one of these Ranges on your floor and corral the Rural Trade of your district.



Note the length of firebox for wood and the large firebox end door. The firebox for Coal is [correctly] proportioned and will retain a continuous coal fire day and night,



The combined Draft Check and Dust Flue, as shown above, is a patented and exclusive feature found only in **THE REGAL FAVORITE**.

The principle of this Check and Dust Flue has been successfully used in Base Burners for years and is now applied for the first time to a range.

IF YOU HAVE NOT RECEIVED OUR NEW CATALOGUE, A POSTAL CARD WILL BRING IT

FINDLAY BROS. CO., LIMITED
CARLETON PLACE, ONT.

BRANCH HOUSE, - 260 Princess Street, - WINNIPEG

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

FORD Sales Never Lag



EVERY FORD TOOL is designed and made to give the user the greatest possible efficiency in accuracy, ease of operation, speed and durability. That they do, is clearly demonstrated by the steady repeat sales they show every time one is sold.

For this reason dealers who sell and recommend them always enjoy a brisk trade in this department of their business.

Do you sell these splendid tools?

We have some interesting circulars and an excellent proposition for you. A postal will bring them.

YOU RUN NO RISK in handling FORD tools for you can sell them on a "money-back" basis, as we guarantee each tool perfect in every way.

FORD TOOLS will satisfy you—satisfy your customer, and once introduced insure permanent profits for you. Put our claim to the test. It can't fail.

Most jobbers carry FORD Tools—ask to see them, meantime drop us a line.

FORD AUGER BIT CO.

HOLYOKE, MASS. Dept. 12

PEASE FURNACE



Economy Furnace—300—Series B.
Cased with Vertical Shaker.

Our motto is not "How Cheap" but "How Good" can we make it.

The result of practising this motto is our unblemished reputation for the last 36 years of producing the best furnace in every way.

"Ask the man who has one"

Write for a copy of our new
illustrated catalogue.

PEASE FOUNDRY COMPANY
LIMITED

Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
166

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable
QUALITY



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL
MAN USES

FLUXITE

The Paste Flux That
**SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING**

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO.,

212 Vienna Road, Bermondsey
LONDON, S.E., ENG.



The Hardwareman who is looking for
a line on which to build his trade
cannot make a mistake by stocking
and boosting

Banner Stoves and Ranges

The ART BANNER cannot be ex-
celled for its splendid design and
equipment. It is an entirely new
range of the loose earth pattern and
when quality and price are consider-
ed, it is the best ever offered to the
trade.

SPECIAL FEATURES

FLUES. Of a depth that insure quick
operation.

OVEN. Large, square and well
ventilated.

FIRE BOX. Large in size and well-
proportioned.

GRATES. Duplex, for coal, of our
latest improved design.

WOOD FIXTURES. This range is
provided with a heavy, durable
basket wood grate which is un-
equalled for wood burning require-
ments, and will take 24-inch wood.

NICKEL BANDS. Are all removable
and of our most approved form.

Write for full information about this range, because we have
the best proposition to offer in the stove line.

The Down Draft Furnace Company Limited

GALT,

:

:

:

:

:

ONTARIO, CANADA

HARDWARE AND METAL

The "GOOD CHEER" ART



A modern Baseburner of handsome design with a record for

**Efficiency
and
Durability**

Made in two sizes:
13 and 14 inch fire-
pots; two sizes
square, two sizes
with oven.

**Can promise
prompt
shipment
at present**

Will wire you if
any delay in ship-
ping your order.

The James Stewart Manufacturing Co., Limited
WOODSTOCK, - ONTARIO

WESTERN BRANCH—156 LOMBARD ST., WINNIPEG, MAN.

Nowadays Home Management is a Science



No Dirt
Can Lodge
in the
"All-Metal"

MEAKINS' SANITARY WASHBOARDS

have no joints or wooden parts to catch and hold the dirt or germs, which means it is sanitary.

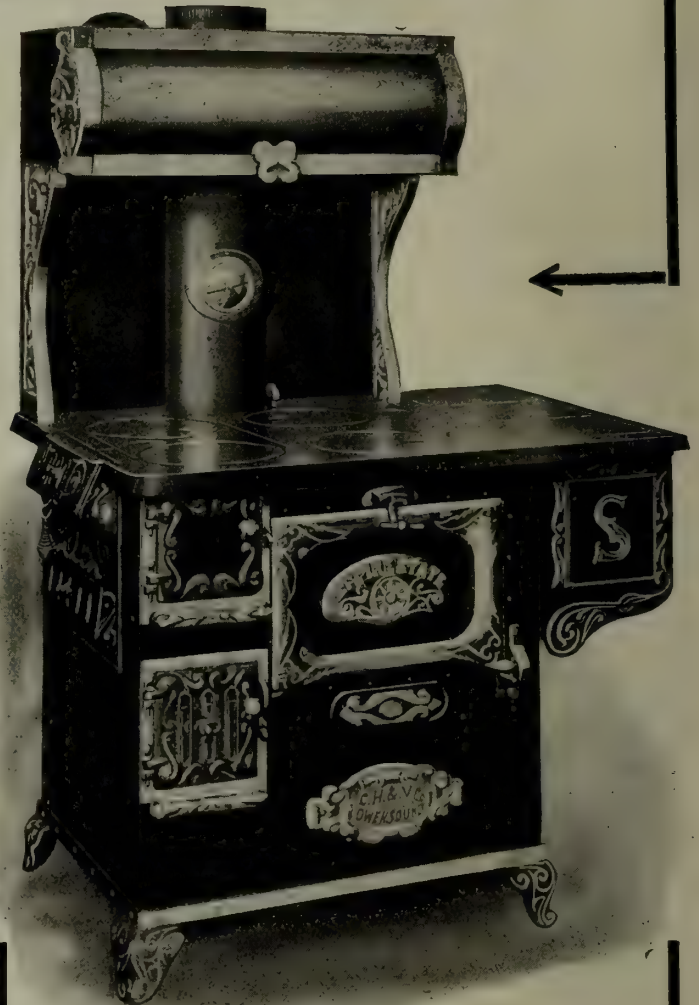
Meakins' Sanitary Washboards are built upon scientific principles. They are made in one piece, will not rust or corrode, have no nails to come loose or rough edges of zinc to cut hands.

Meakins' Sanitary Washboards command a steady sale, which will pay you well to stock.

*Ask us for Particulars
and Prices*

Meakins & Sons
Hamilton, Ont.

The Empire State Steel Range



A Very Attractive Range At a Moderate Price

Made with a 16-in. oven, has four 9-in. Covers. N.P. Oven Door Frame, Name-Plate, Ash Guards and front two Legs. Large Fire-Box for Coal, Duplex Grates. Made in Square, Reservoir and High Closet.

WRITE FOR PRICES AND DISCOUNTS

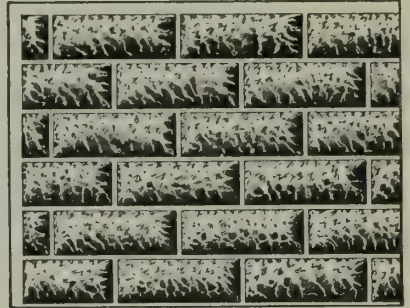
**The Canadian Heating & Ventilating
Company, Limited**

Owen Sound, Ontario

Or The Canadian Heating and Ventilating Co. Branch :
521 Henry Avenue, Winnipeg, Man.



METALLIC SIDINGS



ROCK-FACED BRICK PATTERN

That are PROPERLY MADE FROM FIRST-CLASS STOCK are a source of QUICK, CLEAN PROFIT to the Hardwareman.

Our sidings are stamped sharp and clear from first quality stock and are dead square on the edges, ensuring easy, accurate fitting together.

There is big business for the hardware and tinsmith trade in the Metallic Siding line

LET US OUTFIT YOU WITH OUR CATALOGUE, SAMPLES AND PRICE LIST.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

(C48)



DAVIDSON'S

"Improved Beaver" Heaters

Made in three sizes, No's 3, 4, 5.

This stove has all the well-known qualities of this class of heater, but it is improved by the addition of grate and ash-pan---which entirely does away with the dust nuisance.

The grate is shaken without opening ash-pan door---thus ensuring cleanliness, as neither dirt, soot nor ashes can escape to cover wall, ceilings and furniture.

Guaranteed to give good service with the least possible consumption of fuel.

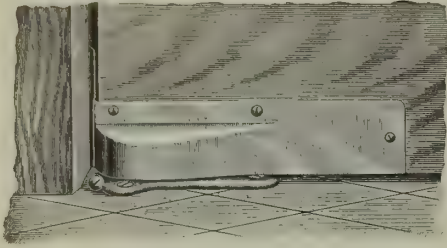
Write for Booklet—Our Prices are Reasonable

The Thos. Davidson Mfg. Co., LIMITED

MONTREAL, TORONTO and WINNIPEG

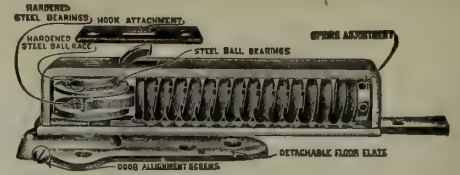
ASK US WHY

If you want to know more about "STANDARD"



DOUBLE ACTING
SPRING FLOOR

HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

Corrugated Iron, Straight or Curved

Every sheet stamped absolutely uniform and straight

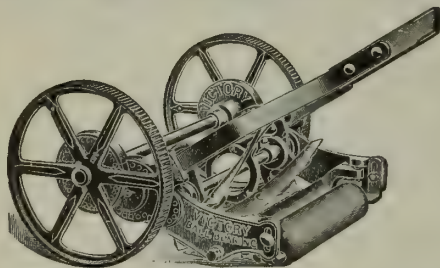
Eavetroughs, Conductor Pipe, Elbows, Valleys, Ridge Roll, Skylights, Ventilators, etc.

WHEELER & BAIN

THE QUICK SHIPPERS

TORONTO

CANADA

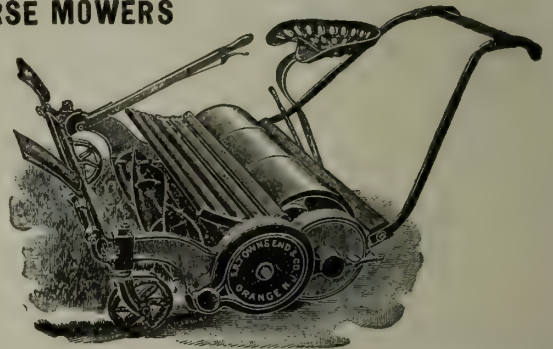


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.



Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices, also full particulars.



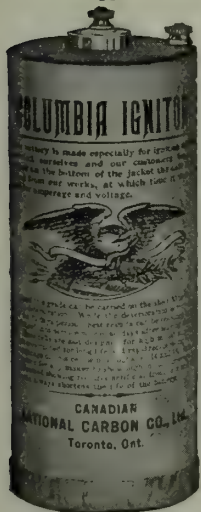
J. H. CONNOR & SONS, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

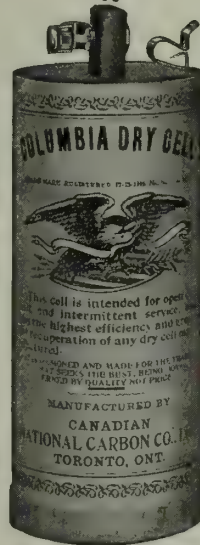
"COLUMBIA" DRY CELLS

Give a Long and
Reliable Service

They are made in two special grades, to best meet the requirements of those who use dry cells.



The quality of material and workmanship are the same on both, but they have quite different formulas. Each cell has its own special features and is the best for its particular line.



COLUMBIA is a light drain cell for all forms of intermittent work—bells, telephones, signals, self-winding clocks, electrical toys, wireless telegraph outfits and numerous other things. Its chief qualities are long shelf life, uniformity of service and low cost when compared with the length of its life.

COLUMBIA IGNITOR is somewhat different. It is a strong current, quick recuperating cell for all forms of motor ignition - automobiles, motor boats, gas and gasoline engines, motor cycles, aeroplanes.

Order them at once from your nearest dealer—we guarantee satisfactory results.

**Canadian National Carbon
Company, Limited**
99 Paton Road Toronto, Ontario

This Belting Needs No Boosting in Order to Effect a Sale

as every belt user knows or has heard of its high efficiency and reliability.

"Amphibia" is made from first class oak leather and is guaranteed waterproof and is so constructed as to resist every sort of dampness.

"Amphibia"
WATERPROOF
Leather Belting

The ordinary belting will come apart when it gets wet, but "Amphibia" will not.

When ordering, insist on getting "Amphibia" as it guarantees you against comebacks or lost customers.

Write at once.

Sadler & Haworth

ESTABLISHED 1876

MONTREAL, 511 William St.
TORONTO, 27 Melinda St.
ST. JOHN, N.B., 89 Prince William St.
WINNIPEG, 244 Princess St.
VANCOUVER, B.C., 217 Columbia Ave.



AHEAD AND REVERSE

In one of our recent advertisements showing friction test of MAGNOLIA METAL by the United States Government, using water as a lubricant, you may not have noticed that this test was made both "ahead and reverse."

This word "reverse" is small and inconspicuous and very easily overlooked, but the fact that the engineer officers of the Navy made the test in both directions, shows how important and necessary they considered it in arriving at their determinations.

We believe that it is not generally known that very few babbitt metals will stand reversing, even with oil lubrication, as they rough up on the reverse test like plush rubbed the wrong way.

The fact that MAGNOLIA will stand this test with water lubrication is a wonderful tribute to its anti-friction qualities.

MAGNOLIA, above all other metals, conditions the shaft and bearing very quickly—imparting to both smooth highly-polished surfaces—and then settles down for a long cool run on the minimum quantity of lubrication.

This reverse test speaks volumes in favor of MAGNOLIA.

SPECIAL PRACTICAL ENGINEER POCKET BOOK OFFER

680 pages, over 2000 subjects---40c. post paid.
We do not aim to make a profit on these books: We buy them in large quantities as an advertising medium and give engineers benefit of low price. They are highly spoken of by engineers.
Address Montreal Office

Sold by Leading Dealers Everywhere or by

Magnolia Metal Co.

225 St. Ambrose Street : MONTREAL
NEW YORK CHICAGO



ACME PRODUCTS HAVE A STANDARD OF QUALITY WHICH PLEASES CUSTOMERS

Hundreds of special jobs in brass, steel and iron are made weekly in our factories, according to our customer's samples and specifications. Exact duplication and finish is assured on all Acme Products from the first to the last piece made. We believe a closer relation between Acme Products and your business will prove satisfactory and profitable to you. Your orders will secure prompt attention.

ACCURACY FINISH SERVICE

THE NATIONAL-ACME MFG. CO.

Montreal, St. Elizabeth & G.T.R.

CLEVELAND, 7500 Stanton Ave.
NEW YORK, 77 White St.
CHICAGO, 549 Washington Blvd.

DETROIT, 1222 Majestic Bldg.
ATLANTA, 3rd Natl. Bank Bldg.
BOSTON, 141 Milk St.

Factories
CLEVELAND
MONTREAL

Warehouses
NEW YORK
CHICAGO

EVERY SPORTSMAN WANTS ONE



This 14-Candle Power Lamp projects a bright white light 150 feet on the darkest night and fills every lighting requirement for the Camper, Hunter, Angler and Trapper. The

BALDWIN CAMP LAMP

EVERY LAMP
GUARANTEED

weighs only 6 ounces—ready for use—4 inches high. Can be worn on cap or belt, leaving both hands free with rod, gun or knife.

OUR SEVEN MONTHS' ADVERTISING CAMPAIGN

from April to September inclusive for the past two years has put the Baldwin Camp Lamp before more than SIX MILLION READERS of the country's sixteen leading Sporting Goods Magazines.

WRITE FOR OUR 1912 SPECIAL SELLING PROPOSITION

WRITE
TO-DAY

Every Sporting Goods and Hardware Dealer should know all about this Easy Selling Staple. Over 200,000 sold last year. What part of this profit did you get?

JOHN SIMMONS CO., 25 FRANKLIN STREET, 311 BOARD OF TRADE BLDG., NEW YORK CITY
MONTREAL, CANADA



Salem



Kingston



Morrow



Turenne



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH

ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA



No. 127 DOLL CAB

Sell The "GENDRON" Quality

The dealer who handles our products is assured good profits and is absolutely guaranteed against comebacks.

For the holiday trade our line of Doll Cabs, Doll Sleighs, Velocipedes, Auto and Rail Wagons will find quick sale.

Write for Catalog.

The Gendron Mfg. Company, Limited

DUCHESS STREET,

TORONTO



No. 1186 BABY SLEIGH



METAL CEILINGS and SIDEWALLS

The best made at any price.

Decrease the cost of interior construction.

Increase Fire Protection, Sanitary Conditions and Artistic Effects in any Building, Public or Private, in City or Country.

A large variety of attractive designs to choose from.

Quality and Durability above the average.

SEND MEASUREMENTS FOR ESTIMATE

McFARLANE, DOUGLAS CO., Limited, 250-260 Slater Street
Ottawa, Ont.

A

Sensible Present



ATKINS Sterling SAWS

Add them to your Christmas display. Show them among your Silverware and Christmas Novelties. Suggest them to the woman who "doesn't know what to give him." Suggest a Genuine ATKINS STERLING HAND SAW instead of some jimcrack that isn't wanted or will not be appreciated.

Better look over your stock now and order in a proper assortment, for if you follow our advice, you are likely to sell more saws in December than you have ever sold in any one month before.

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

Factory: HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind



THE HOHLFELD LINE OF High Grade Hammocks for 1912

is now ready and will be shown
throughout Canada by

GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL

The Most Profitable
Line
Because it is Most
Saleable



Main Office and Mill, Philadelphia, Pa.

The Most Popular
Line
Because it is Most
Satisfying

NEWEST DESIGNS, WEAVES AND COLORINGS

Known the world over as the standard
by which all others are measured

**Geo. Borgfeldt & Co., Agts.
TORONTO**

Catalog and Prices on request



Ball Bats

Ball Bats

Ball Bats

Ball Bats

Place your orders for next Season.

Samples are now ready.

Equal to best American make

WRITE FOR PRICES—JUST ISSUED—TO THE

ST. MARY'S WOOD SPECIALTY COMPANY, LIMITED

ST. MARY'S, ONT.

Ball Bats

Ball Bats



Don't Lose Your Grip

Occasionally we hear it said of a man whose success is not marked, "So-and-so seems to be losing his 'grip.'" You can't

lose your grip with a **COCHRAN PIPE WRENCH**. A job of pipe-fitting where this tool is used is an unqualified success.

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa



Hero Quality

"Wide Open" Mowing Machine Oilers

commend themselves to the trade because of their strength, utility and handsome appearance. The spouts are interchangeable; the spout-connection is perfect; and the can here shown has the now famous "SMOOTH THREAD" extruded from brass under heavy pressure by a patented process. This No. 1120 is the largest mowing machine oiler manufactured to-day, and for many uses the most satisfactory.

*It's "Hero Quality" all through.
Your Jobber has them.*

The Hero Manufacturing Company

PHILADELPHIA, PA., U.S.A.



No. 1120 (Straight Spout)
No. 1121 (Bent Spout)

The New Leaders for the Up-to-date Dealer The "PARKYTE" Sanitary Chemical Closet



A Most Modern Necessity for the Modern Home.

No water ; no plumbing ; no sewage ;—perfectly Sanitary and Odorless.

Over 25,000 installed throughout Canada in the last eighteen months.

"Parkyte" Kilgerm, "Parkyte" Karbol, and "Parkyte" Chemical, proved by tests made by world-famous Bacteriologists, to be the most powerful and perfect germicides and disinfectants known to science.

"Parkyte" Liquid Soap and "Parkyte" Soap Fixtures, the Modern Economic and Sanitary Method of keeping clean.

If you are not already among the satisfied "Parkyte" dealers you ought to be.

SEND FOR CATALOG

PARKER-WHYTE LIMITED, Manufacturers

WINNIPEG

TORONTO

EDMONTON

VANCOUVER

GRISWOLD Waffle Irons

assure well baked waffles, as they have extra heavy pans, jointed hinges, permitting pans to turn with ease ; air cooled sockets, preventing burnt fingers, and specially designed rings, which catch every drop of grease or butter.

The design and finish of these irons cannot be excelled by any other waffle irons on the market.

They are very attractive and are certain to sell quickly.



THE
GRISWOLD MFG. CO.
ERIE, PA.

GRISWOLD Hardware

is a necessity to make your kitchen-ware department complete.

During the many years that it has been on the market it has gained a reputation for its durability, lightness and long service.

We were the first to cast aluminum into cooking utensils and are still the first in high quality.

GET OUR CATALOGUE
AND PRICES





Digging Asphalt from Trinidad Lake and transporting it for Genaseo Roofing.

Profitable business results from selling goods that give your customers such unbounded satisfaction that they come back for more. This is what happens when you sell

Genasco

the Trinidad-Lake-Asphalt Roofing

Genasco satisfies customers because it lasts; and it lasts because it is made of *natural* asphalt which gives it the life to resist rain, snow, sun, wind, heat, cold, and fire.

Customers know the high quality of Genasco—our persistent all-year-'round advertising tells them all about it, and their own experience proves our statements.

They need to know where they can get it. And that is YOUR privilege to tell them.

If you haven't a good stock of Genasco, now is the time to order from your jobber.

The Kant-leak Kleet is the quality fastening for the quality roofing. Makes seams water-tight without cement, and prevents nail leaks. Ask your jobber for Genasco with Kant-leak Kleets packed in the roll.



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest
manufacturers of ready roofing in the world.

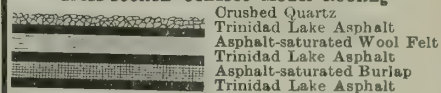
PHILADELPHIA

New York

San Francisco

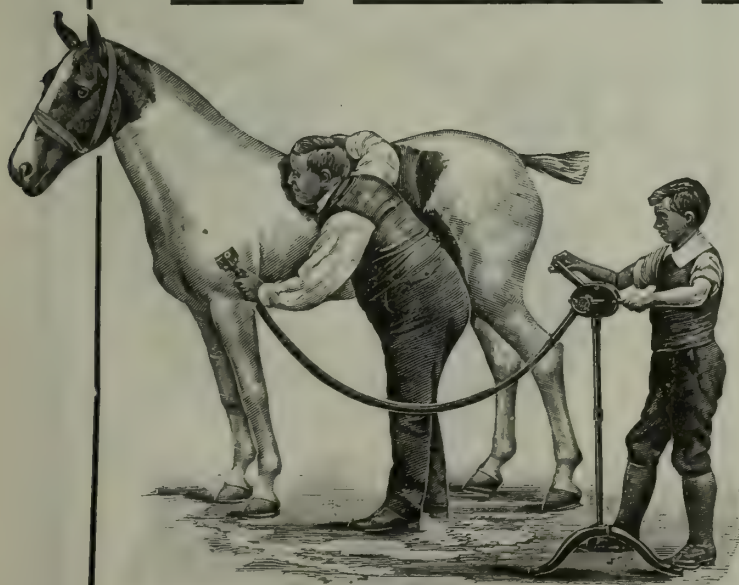
Chicago

Cross-section Genasco Model Roofing



Caverhill, Learmont & Company, Montreal
D. H. Howden & Co., Limited, 200 York St., London, Ont.

THE BURMAN HORSE CLIPPERS



**THIS IS OUR FORTIETH SEASON
1871 to 1911**

FOR 40 YEARS BURMAN'S CLIPPERS HAVE
STOOD THE TEST AND ARE NOW
ACKNOWLEDGED TO BE THE
BEST OBTAINABLE.

HAND CLIPPERS IN 30 DIFFERENT
PATTERNS.

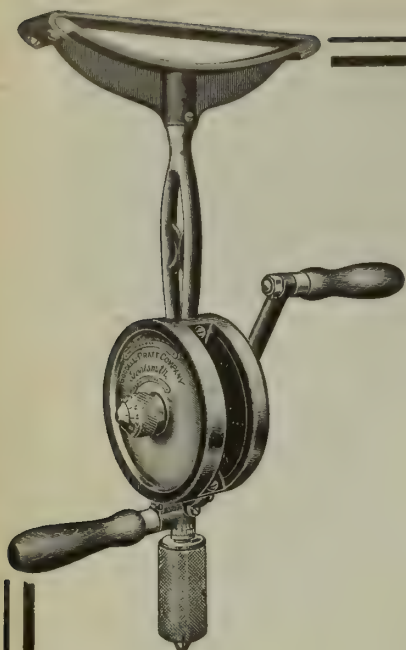
POWER CLIPPERS OF ALL KINDS.

BURMAN CLIPPERS ARE BRITISH
THROUGHOUT.

SEND FOR CATALOG TO-DAY.

B. & S. H. THOMPSON & CO., Limited, : MONTREAL

SOLE AGENTS FOR CANADA



Goodell-Pratt's

RATCHET BREAST DRILL

This new tool is attracting much attention, and every dealer should thoroughly understand its various points.

Note the wide "Saddle Breast Plate"; see how the "Control" is placed on the hub close to the left hand.

The design combines power, durability and convenience.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD,

MASS., U.S.A.

MORE AND MORE FREQUENTLY CANADA CEMENT IS BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS AND ARCHITECTS KEEP THESE FACTS IN MIND.

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw, Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.; Belleville, Ont.; Marlbank, Ont.; Lakefield, Ont.; Hull, Que.; and Montreal, Que., gives us ample shipping facilities to ensure prompt delivery.

PRICE.

Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

CONCRETE BLOCK MACHINERY.

By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.

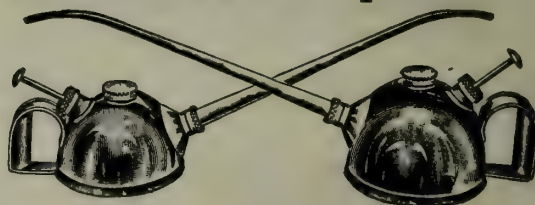
MONTREAL

TORONTO

WINNIPEG

CALGARY

Howland's Pump Oilers



For sale by
all Jobbers
in Canada.

slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.

Monmouth, Illinois, U.S.A.

Sell ceilings for large profits

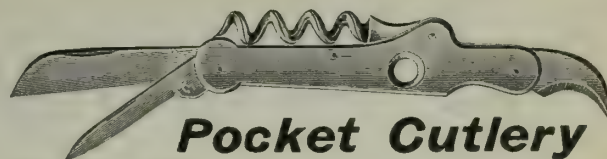
We are hammering the PRESTON Steel Ceiling idea into the public mind these days by a strong series of newspaper ads.

The result will be reflected in inquiries that will come to you. Are you ready to handle these inquiries and nurse them into orders?

The profits on PRESTON Steel Ceilings are large, and—as a side issue—you will most likely land the paint order that has to be given when PRESTON Steel Ceilings are to be used.

Have you on file our Catalogue No. 24 and our trade price list 48?

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL



Pocket Cutlery of Guaranteed Quality

Experience proves that it is very difficult to select a Pocket Knife with any certainty as to quality. It may look well, be well finished, but when put into use by your customer, turn out to be too brittle or too soft, and that it will not hold its edge.

The best way to take no risk for yourself or your customer is to ask for J. A. HENCKELS' TWIN BRAND CUTLERY.

All Henckels' Twin Brand goods are made from the highest possible grade of steel, tempered by skilled workmen with the greatest accuracy, and each article guaranteed.

SOLE AGENTS:

F. W. Lamplough & Co., 9 DeBresoles St
MONTREAL



Pocket Knives, Scissors, Razors,
Butchers' and Cooks' Knives, etc.



OLD
RELIABLE
HOUSE



MAKES
THE
VARIETY

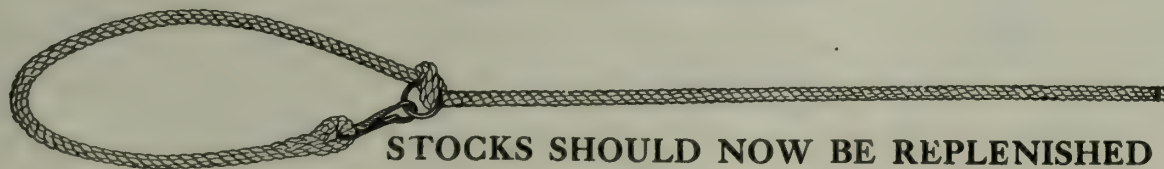
Consumers Cordage Co.,

LIMITED

MONTREAL, QUE.

HALIFAX, N.S.

Manufacturers of everything in Cordage, Twines,
Packings, Yarns and Tarred Goods



STOCKS SHOULD NOW BE REPLENISHED

JUTE

Snap Halters, Packings,
Twines.

RUSSIA

Halyards, Deep Sea Lines,
Packings, Twines.

SISAL

Snap Halters, Clothes Lines,
Baling Cords.

WELL ASSORTED STOCKS CARRIED AT BRANCHES AND AGENCIES:

F. H. Andrews & Son
Quebec, Que.

Consumers Cordage Co., Limited
22 Church St., Toronto, Ont.
and St. John, N.B.

Tees & Persse, Limited
Winnipeg, Regina, Calgary,
Edmonton, Moose Jaw, Saskatoon.

MacGowan & Co.
Vancouver, B.C.

THE TYPEWRITER and THE PRICE

If you could buy a typewriter for \$25.00 that was originally sold for \$125.00, and you were convinced it would give you years of excellent service, you would think it a bargain, wouldn't you?

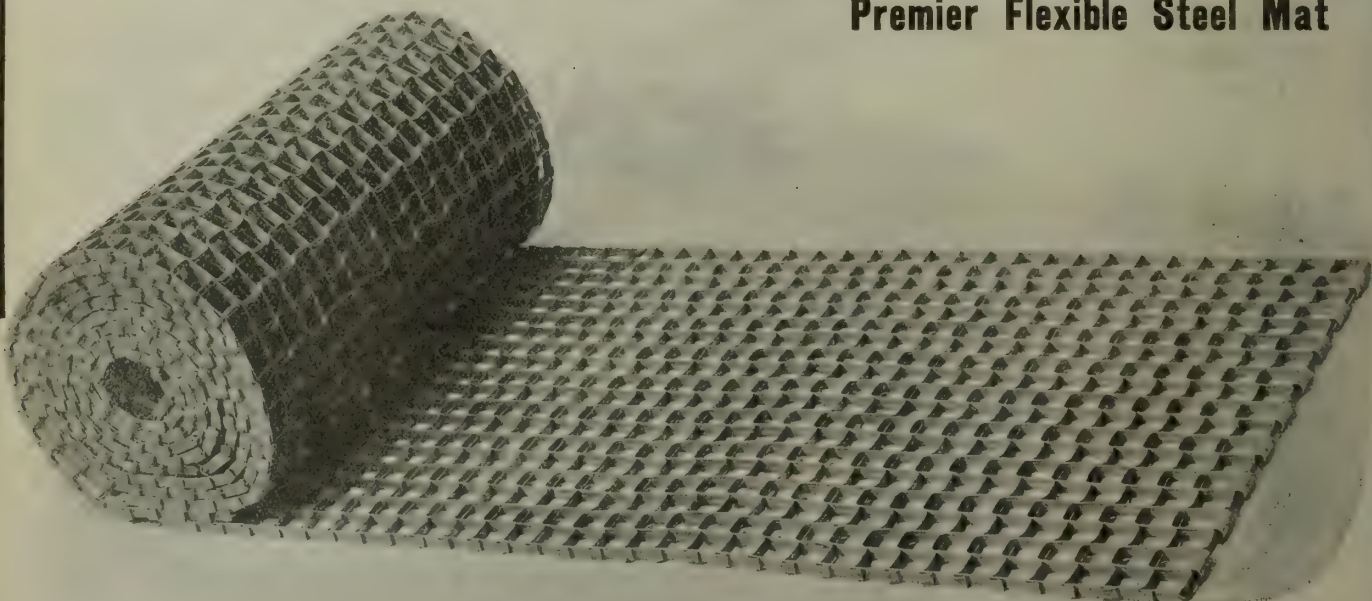
And you would be right.

If you will write us for details, we will give you full information about just such bargains.

The MONARCH TYPEWRITER COMPANY, Limited

46 Adelaide Street West, Toronto

Premier Flexible Steel Mat



is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars. It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 ft. to 100 ft. Special mats made to order on short notice.

The Schultz Manufacturing Co., Limited, HAMILTON, CANADA

Toronto Agent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.

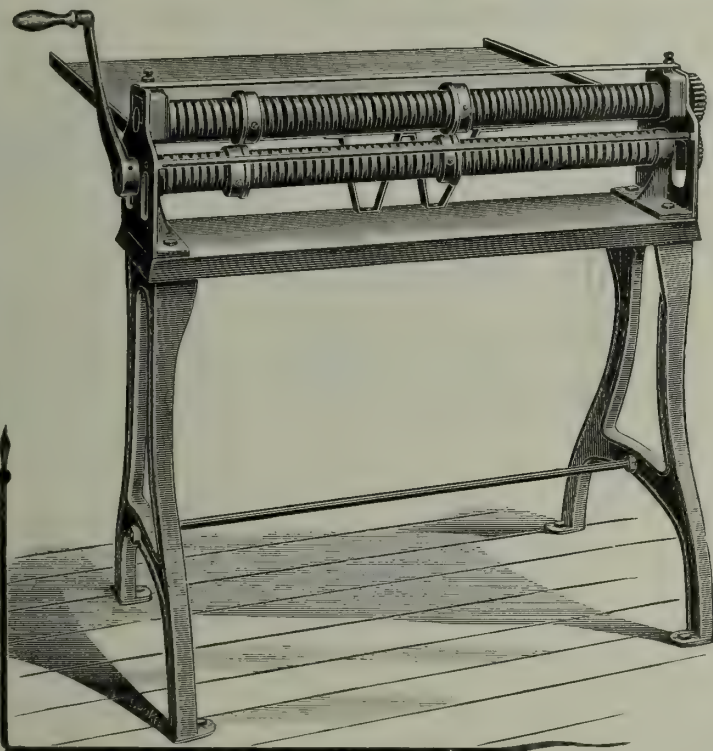


Princess

One of our many lines of collapsible Go-carts.
Serviceable winter or summer, city or country.
Self-adjusting. Fitted with runners.

WRITE FOR PARTICULARS

GODERICH WHEEL RIGS LTD., GODERICH, ONT.



OUR ROTARY SLITTING SHEARS

illustrated here, is a tool you **cannot afford** to be without, if you are not equipped with a large squaring shears. It will slit sheets any length, not exceeding 36" wide, 20 gauge and lighter. You can cut **two** strips at a time, leaving the edges clean and straight. This machine is **reasonable** in price. You will find it a **money maker**. If you are interested, investigate further.

The Brown-Boggs Co., Ltd. - Hamilton, Ont.

Tinsmiths' Tools.

Sheet Metal Workers' Tools.

Presses and Dies.

Steel Sheets for Deep Stamp-
ing and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A.
Sheets, also Galvanized Canada
Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair
dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

**NOVASCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

**A Time Saver for You and Your Customers
In Our Up-to-date**

Package Carriers

which work more smoothly and more rapidly than any others. They are well and strongly made, and as the weight and strain are divided between two wires there is less liability of breakage of the wires than with single wire systems.

Our package carriers are of simple construction, and occupy less space and obstruct the view less than any other system.

The Hamilton Brass Mfg. Co., Ltd.
Hamilton, Ont., and Montreal, P.Q.



TELEGRAMS: "BIGSBY, MITCHAM."

(Established 1840)

CODE: A B C—5th EDITION

W. T. BIGSBY & SONS, MITCHAM,
LONDON

MANUFACTURERS OF

**OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS,
PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE**

FOR THE USE OF

Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardboard Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal.
For British Columbia—AMES BROS., Box 355, Vancouver, B.C.
Saskatchewan, Alberta, Assiniboia and Manitoba—G. H. SAYWELL, Saskatoon.

Mr. Saywell is now in Canada fixing up Agencies. Write him at once.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A.B. JARDINE & CO.

HESPELER ONTARIO



HERCULES

SASH CORD

BUY THE BEST

**Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine**

For Sale by All Wholesale Dealers

MAN WANTED

We want a man in the Maritime Provinces to look after the advertising for all the

MacLean Newspapers

This offers an exceptional opportunity to a young man of energy and initiative.

Apply, stating full particulars,

The MacLean Publishing Company, Limited, Montreal

When writing advertisers kindly mention having seen the advertisement in this paper.

Products That Sell In The Winter

Get ready for winter, before winter gets ready for you. Right now is the time to prepare for the demand—before the demand arises. No use in waiting until you have to turn customers away. Get ready NOW.

The demand for Clark Heaters is beginning. In every carriage, wagon, sleigh and automobile is a place for a Clark Heater.

The public will naturally ask for "Clark's," because they are made from best materials, have no soldered joints, no screws to get loose. Every joint is solidly riveted.

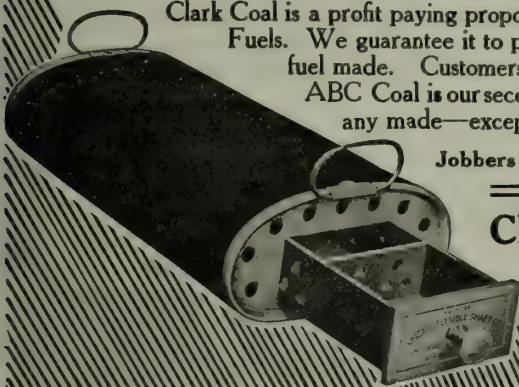
Clark Heaters and Clark Coal

Clark Coal is a profit paying proposition. Unquestionably the King of Heater Fuels. We guarantee it to produce 25 per cent more heat than any other fuel made. Customers buy this coal—guarantee or no guarantee. ABC Coal is our second grade fuel. Guaranteed to be the equal of any made—excepting our Clark Coal. Prices are interesting.

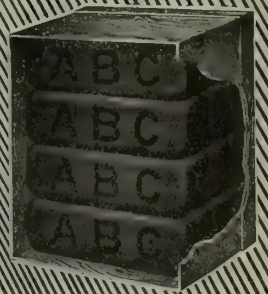
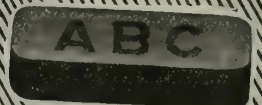
Jobbers sell these—or write for 1910-1911 Catalog.

Chicago Flexible Shaft Co.

250 La Salle Ave., Chicago



Liberal Advertising all the time makes Clark Products the Dealers' Line



The "Perfection" ANKLE SUPPORT

It is made from the best quality of steel and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply cannot go sideways.

Write for circulars and prices



Owing to the practical advantage of this support, it has become extremely popular with every user. It does away with all old-time cumbersome devices and also the fatigue which prevents many from indulging in this healthful pastime. In all, it is a most compatible device for the support of weak ankles.

THE OWEN SOUND STEEL PRESS WORKS

OWEN SOUND

ONT.

YOUR TRADE WANTS



Household Labor Savers



Power Washers

NOW CENTURY, VELOX and IDEAL

Hand Washers

NEW CENTURY, NOISELESS, SNOWBALL, FLYER and SUNLIGHT



CLOTHES WRINGERS

LEADER BARREL CHURNS and ROTARY LAWN DRYERS

Prompt delivery is one of the many advantages of selecting your stock from our line. **QUALITY, VARIETY and POPULARITY** are among the others.

We have also explained their merits to housekeepers all over the country. They know the special features that distinguish them, and want no other.

Give your customers the opportunity to buy our machines. It will result in the addition of many figures to your sales totals.

CUMMER-DOWSWELL, LIMITED
HAMILTON, ONT.

FOR BIG GAME

SHOOT

DOMINION

GUARANTEED

AMMUNITION

You may pay more, but you cannot buy better quality. Imported cartridges cost you more, as the duty is added.

Why pay duty when you can buy cartridges in Canada that are absolutely guaranteed and recommended by all experienced sportsmen, guides and trappers?

A trial will prove the unexcelled qualities of new Dominion Cartridges.

ACCURACY**DEPENDABILITY****KILLING POWER**

In manufacturing ammunition we use the best in material, up-to-date machinery, and skilled labor. All Metallic Ammunition is rigidly inspected and gauged after each operation, and finally tested for accuracy, velocity and penetration.

Loaded with the world's standard brands of black and smokeless powder, they work perfectly in all standard makes of firearms.

The saving in duty allows you 20% more practice without increasing the cost of shooting; increases your proficiency with the rifle 20%, making possible higher scores on the rifle range, and increased chances for a successful hunting trip.



INSIST ON THIS TRADE MARK

**Dominion Cartridge Co., Limited**

MONTREAL

CANADA

Mr. Remington-UMC Dealer:

Will you adopt a novel means of increasing your .22 calibre business?

We offer all dealers stocking the Remington-UMC .22 calibre Repeating Rifle, a novel method of linking in on a nation-wide Christmas campaign.

We will advertise this link in the Saturday Evening Post, Youths' Companion, American Boy, Boys' Magazine and popular and sporting periodicals, totalling over four million readers.

Write us to-day for full details of this free "link offer" and the Christmas sales drive.

Address Dept. K.**Remington Arms-Union Metallic Cartridge Co.**

299 Broadway

New York City

Some Hints on Christmas Window Dressing

Ideas Carried Out by Clever Canadian Window Trimmers—Candle Contest in Store of D. W. Douglas Aroused Interest—Plan a Series of Windows Ahead of Time and Start Them Without Delay—Details of Hardware and Metal's Annual Contest.

THE store window is the merchant's greatest help in carrying on his Christmas campaign. The success of his holiday efforts depends to a great extent on the way in which he looks after the store windows. The best salesman in town may be behind the counter but, if the front of the store is dark and uninviting, very few people will come within range of the persuasive eloquence of that salesman. A bright and attractive trim will catch the peoples' eye and direct them into the store; the salesman can then do the rest.

The truth of this has been recognized by hardwaremen of late years. In days gone by, the hardware store seldom, even at Christmas time, came out of the rut, into which it was plunged all year around. Dark windows, with an assortment of hammers, nails and wire showing through the dusty panes, greet-

ed the Christmas shopper. Is it any wonder that, like the High Priest in the parable of the Good Samaritan, people "passed on the other side?"

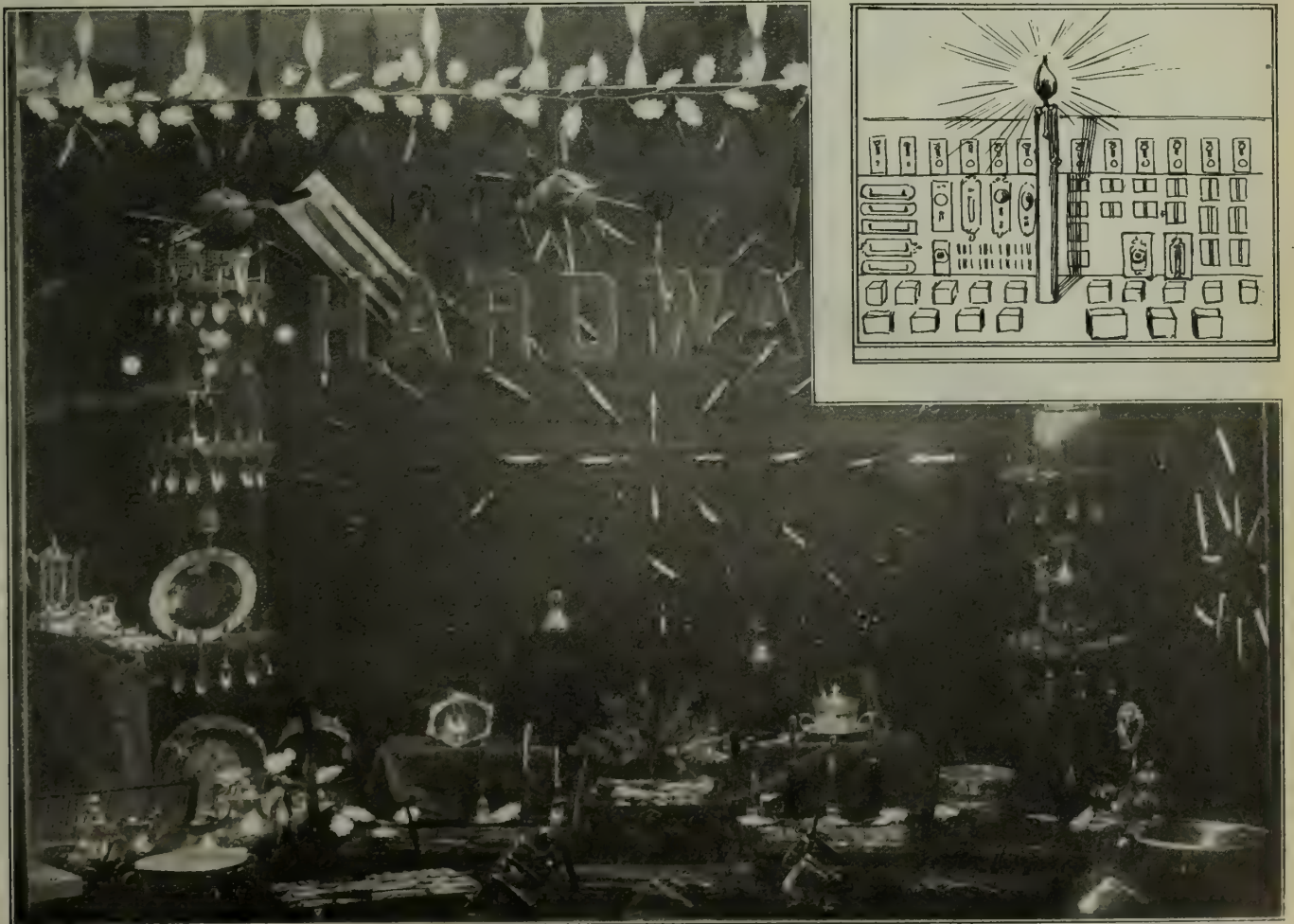
Of late years there has been an improvement. The progressive hardware establishment assumes just as bright a Christmas air as any other store. Some members of the trade have neglected to fall into line, but the number is becoming smaller every year. It is hoped that the present season will see a complete reformation on this score.

Ideas for Window Dressers.

The window dresser has a splendid field. Such lines as cutlery, silverware, brass goods, skates, sporting goods, etc., can be converted into highly effective trims. As a good sample of what can be done, a photograph is herewith reproduced of a display made up last

year by C. H. Smith for D. W. Douglas, Campbellford. He described it as "one of the greatest selling windows we have had for a long time." The background was built in six feet high and covered with red sateen. Above this strips of twisted crepe paper, red and white, were stretched to the ceiling. Two stands were placed in the background, on which round shelves were fastened, for the display of silver spoons. The stands were covered with green sateen, which provided a contrast with the red background.

The back of the window was covered with knives, scissors and razors. Suspended from the ceiling were three balls, in which jackknives were stuck. On the floor, case carvers and silverware was shown. One of the main features of the window was a moving device. A star had been shaped from thin wood and



Window display in store of D. W. Douglas, Campbellford.—Sketch in upper corner shows idea carried out in companion window display.

covered with green sateen. It was fastened to the door by a thin wire, so that when the door opened and closed the star moved up and down. This device is not shown in the picture, as it had been removed when the photograph was taken.

A Window Contest.

In point of artistic arrangement this window had much to recommend it. There are other points to be considered in designing Christmas trims, however. It is often found effective to attract the attention of the passerby to something entirely outside the stock carried; as, for instance, an animal either live or stuffed, or by time contest. The other window in the Douglas store was trimmed by Mr. Smith with a selection of carpenters' and machinists' tools. The arrangement of the background was similar to the first in practically all

for places over 5,000 population was awarded to P. Hymmen, Berlin. The dresser, in this instance, enjoyed the advantage of having a window of unusually large proportions. At the rear a background, six feet in height, was erected. It was festively covered with bright red cotton heavily pleated. Shears and spoons were arranged on this background. Four pillars, with brackets attached, were utilized to good advantage for displaying nickel and brass ware, spoons and forks being used for the border. Streamers of red and green crepe paper were run over the top of the window from the front to a point 18 inches above the background, forming a kind of roof to the display. The bottom was covered with light green cloth and, beginning about the centre, steps were built up with a rise of 6 inches. The steps were in two sec-

ered by light colored material. A conspicuous feature was the fact that the window was well lighted and that the price of each article shown was indicated.

Start at Once.

The displaying of Christmas goods in the store windows should be started at once. Enquiry in different sections elicits the information that the demand for holiday goods has already begun; it is high time, therefore, that the hardwareman should—to borrow a phrase from the vernacular—"get busy."

It would be wise to plan out now what displays are to be included in the holiday window campaign, what goods are to be put in each display and how often the windows are to be changed. The window dresser should plan out well ahead of time what material and appliances will be required for each one, so that he will be fully prepared when the time comes.



First prize window in last year's contest for places under 5,000.

pects. In the centre a giant wax candle stood. On a certain day the candle was lighted and every person, making a one dollar purchase, was entitled to a guess as to how long the candle would continue to burn. The contest elicited a great deal of attention. People visited the store every day to find out how far the candle had burned before, making their estimate. It was the subject of deep interest at all hours of the day and a large number of guesses were made. The successful contestant, of course, received a valuable prize.

Some Splendid Trims.

The Christmas window contest conducted last year by Hardware and Metal, resulted in the submission of some very handsome displays. The first prize

tions, and, in the space between, a large square pedestal was placed, surmounted by a brass jardiniere of unusual dimensions. In front of the steps was a gate enamelled white, behind which was a large doll with outstretched arms, symbolizing the welcome that the store held out to one and all.

The first prize for places under 5,000 was awarded to Peter McNaughton, with Geo. W. Ecclestone, Bracebridge. As will be seen from the accompanying illustration, the display was planned and carried out on a most elaborate scale. Signs shaped to spell the letters X-M-A-S were suspended from the background and covered with a display of cutlery. Each letter showed through an arch made of supports, elaborately cov-

WINDOW CONTEST.

Hardware and Metal is offering exceptionally attractive prizes for the best Christmas window displays submitted on or before Jan. 1, 1912. Two competitions are being held. The first is open to hardwaremen or clerks in places of 5,000 population or more, prizes being as follows:—

First—\$5.00 in cash.

Second—\$3.00 in cash.

Third—\$2.00 in cash.

The second contest is for hardwaremen or clerks in places under 5,000, and the same prizes are offered. For any photographs, submitted in either contest, which do not win a prize, but which are deemed worthy of reproduction, \$1.50 will be paid. A brief description is required with each photo.

Three prominent retail hardwaremen will be the judges.

Photos and descriptions should be addressed to the Editor of Hardware and Metal, 143-149 University Ave., Toronto, and marked "For Christmas Window Competition."

H. E. Burgess, formerly of Clydesdale & French's hardware store, Caledonia, and now travelling in Western Canada for a wholesale hardware house, recently met with an unfortunate accident. While stepping out of an automobile at Watson, Sask., he in some way dislocated his foot and ankle. He will be laid up for several weeks.

Sporting Goods Constitute Important Department

Skates, Sleighs and Such Lines Should be Featured at Christmas Time—The Importance of Carrying Boy Scout Supplies—A Suggested Sporting Goods Window Trim—Montreal Firm's Clever Device.

ONE of the most important departments in the hardware store at Christmas time is that devoted to sporting goods. Perhaps the strongest appeal that any store can make at this time is to the younger generation. In hardware stores where toys are not carried, therefore, the only goods in stock which appeal directly to children are skates, hockey sticks, etc. It becomes a prime essential that these goods should be featured prominently.

A particular effort should be made to "boost" sales in the skate department. Opposition has become very keen. Skates are handled in a dozen different branches of trade nowadays and, while prospective purchasers think of the hardware store first when in quest of skates, they may be attracted elsewhere if other stores are displaying skates attractively. There is a big demand more or less for the cheap kind, but it will be found that it pays to stock the better grades and endeavor to sell quality goods right along. A high-priced skate will bring thorough satisfaction to the customer; a cheap one will, perhaps, not prove satisfactory and the purchaser will feel that he was not given a "square deal" at the store. Press the sale of quality goods—particularly at Christmas time.

Other Profitable Lines.

There are numerous other lines which should be pushed forward for the holiday trade. Hockey sticks, pads and gloves will be in heavy demand. Many hardwaremen handle sweaters and sweater coats in connection with their sporting goods department and find them a profitable line. Then there are toboggans, hand sleighs, snowshoes, skis and many other articles for the pursuit of Canadian winter sports.

Boy Scout Supplies.

The boy scout movement has grown to such proportions that a large majority of the lads in many sections are enrolled in the patrol ranks. This is a development which should be taken count of at Christmas time. What more natural than that the parents of a boy, who has joined the scouts, should give him a present of something in the way of equipment that he has lacked? Knives, staves, belts and suits will be very much in demand. One of the executive officers of the scout movement states that the demand for such goods now will be very heavy as practically every boy lacks something, which he will expect his parents to fill at Christmas.

No hardwareman should neglect to have a department for boy scout supplies and to make the fact publicly known. A boy scout window would pay.

Window Displays.

At least one window display of sporting goods should be arranged. Sporting goods trims can be made peculiarly attractive, for the young folks particularly.

In arranging a trim, a number of good ideas can be acted upon. A motion display will attract attention when everything else fails. A good idea—and a simple one—was followed out by a Winnipeg hardwareman last fall. He had secured four model skates, probably eighteen inches in length, and had attached them to a series of thin wires, in such a way that they were attached to the store door. When the door was opened or closed, two of the skates would draw up and the other two would be lowered. As there was someone going in or out all the time, more or less, the four skates were kept on the move pretty constantly.

This idea has been embodied in the suggestion for a sporting goods window, shown in the accompanying illustration. The lay-out is simple and does not entail any expense or unusual degree of trouble. The background consists of a pyramidal formation, covered with white, on which the skates are placed. Behind this again is a toboggan and at each side a pile of hockey sticks. The forepart of the window should be arranged

to represent snow. This can be done in various ways, but perhaps the best method is to lay the floor with zinc or a galvanized sheet and partially cover it with asbestos cement or fleecy cotton. If the sheet were streaked with light blue paint and flecked with white, a better effect would be obtained.

A Window Calculated to Bring Results.

A display of goods which are particularly appealing at this Christmas season has been shown this week in one of the windows of R. and W. Kerr's St. Catherine street store, Montreal.

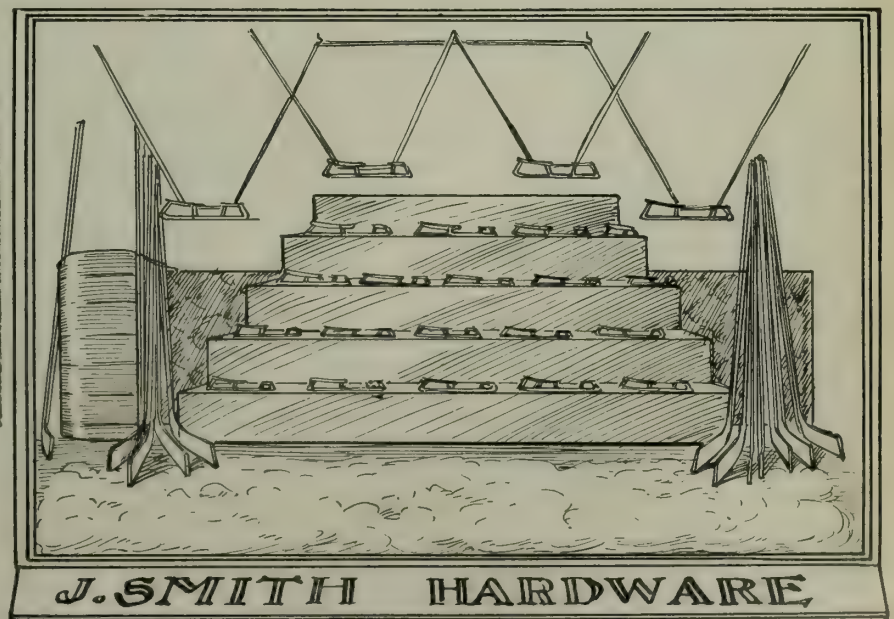
In the background are arranged a number of sweaters—heavy sweaters with roll necks, sweater coats, suitable for women as well as for men. The price is marked distinctly on them. People do not have to go inside and ask "How much is that?"

Perhaps it is a good thing to draw people within to make such an inquiry, but thoughtful dealers know that the great majority—especially of city people—shrink from entering a store and coming away without making any kind of purchase. They know also that the majority of those passing a window have not the time to inquire about something they see. Yet, if the information regarding this is given them, through the medium of show cards, they will think about it.

Windows Sell Sweaters.

Those sweaters, for instance, will sell heavily from now until Christmas. Ex-

(Continued on page 53.)



A Suggested Sporting Goods Window Trim.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain, 8s 6d; elsewhere 12s

PUBLISHED EVERY SATURDAY.

CONFIDENCE IN FUTURE.

The year now drawing to a close has been a record one in some respects. Stove manufacturers state that a larger number of stoves have been sold than ever before. The same is probably true of many other hardware lines. At any rate, pretty general satisfaction is expressed.

The same satisfaction applies to the prospects for the coming year. Manufacturers and jobbers agree that there is every reason to believe that the present prosperity will continue throughout 1912. At any rate, there is nothing as yet to give rise to misapprehensions on that score and the manufacturers are preparing for the coming year with a full measure of confidence.

Although the Western crop has been more or less of an assured success, it becomes evident that heavy losses will be sustained in some sections. Travelers report that in some parts of North Alberta and Saskatchewan the crops have been snowed in and may not be harvested, which would occasion a heavy loss. No contingency can detract, however, from the prosperity which will prevail in practically all parts of the West, as a result of the uniformly good crops.

TRANSPORTATION DIFFICULTIES.

It is unfortunate that at this time of year there should be a freight congestion at all large centres. Reports from Montreal, Toronto and Winnipeg are to the effect that the railways are away behind with their freight and getting farther behind every day. There are twelve hundred cars in the Montreal yards, which the companies have been unable to unload. At Toronto the jobbers find themselves cleaned out of several lines, all much in demand at the present time, and with new supplies hopelessly sidetracked in the freight yards. It is doubly to be regretted that this situation should have developed at one of the busiest seasons of the year.

Many reasons, both political and economic, are advanced for the situation. But, whatever the real reason may be, the fact of the present congestion brings home the importance to the commercial world of proper railway facilities. Canada is a country of vast distances and its development must necessarily be attended by transportation difficulties. It is highly important from the commercial standpoint that the problems of railway development should be promptly dealt with. The ham-

pering of trade, as in the present instance, provokes a situation inimical to public interests. The consumer suffers as well as the manufacturer and the merchant.

WANTED—SOME STEADYING INFLUENCE.

These are hard days for the handlers of metal. They face difficulties of two kinds, high prices and scant stocks. What the end will be seems uncertain.

For a time the metal men took some comfort out of copper. The market was not always brisk, yet the metal was steady. But of late, though the market has improved, the price of the metal has become infected with the upward tendency. Copper seems to be following in the footsteps of tin, and tin is unreliability itself.

A lowering in the price of that metal was expected to precede the coming Banca sale, but the expected did not happen; indeed, as far as tin is concerned, if the expected did happen it would be almost in the nature of a surprise.

All the trouble with copper, spelter tin, may be laid on syndicates—unknown men who have pretty well secured control of the markets, curtailing production and elevating prices, starving the market in short for their own selfish ends. The metal market in London has taken action, which it is hoped will bring about a steadier condition in tin. It seems that some similar action should be planned to act upon the other metals.

With the C. P. R. placing an order for 2,500 cars, and the Grand Trunk one for 2,000 cars, it is evident that the railroad companies are trying to relieve the car shortage which caused such trouble to manufacturers, wholesalers and retailers this year.

THE RELATION OF POSITION TO SALES.

Even in business there are more things than can be reckoned in dollars and cents. There is the mental effect which a change may have, and a mental effect on those in charge of a store or a department has a very real effect on the business.

An illustration of this is given by the manager of a Montreal hardware store. Recently he has moved the paint department from the centre of a long floor to one of the entrances. The result has been an increase of 30 per cent. in the business done. This growth, the manager says, is not altogether due to the fact that more people see the paint now than did formerly, but also to the better way in which the department is kept. There is an incentive for tidiness and good display now, for the work shows.

It is human nature to want one's work to show. To see results is a passion with every one. So if a man is put to work where his effort is not apparent, gradually the effort will cease. This is natural.

Evidently, therefore, it pays to give departments prominence. That way employes are kept enthusiastic, and enthusiastic employes are going to get the maximum amount of business.

A TRADE DEPARTURE.

One of the most gratifying features in connection with the hardware trade is the tendency shown to take up in increasing measure the handling of high class specialties. The stock carried at Christmas time in the better class of hardware stores would be a revelation to one accustomed to old time conditions only. Cutlery, silver-

ware, cut glass, brass goods, even toys, can be seen on every hand and, as a natural sequence, the amount of trade done by the hardwareman at this period of the year has increased to a very large extent.

That the handling of such lines—"fads," some dealers still call them—is profitable, is strikingly borne out by the statement of the sales manager of one of the Toronto jobbing houses "Last year we sold a great quantity of cut glass to hardwaremen," he declared. "Many of the orders were from dealers who had never handled cut glass before and we were curious to see how the experiment would 'pan out' with them. In no case did it prove other than highly profitable. This year we have not lost a customer; in fact, they are all back with larger orders than before." The jobbing firm in question have come to the conclusion that cut glass and other high price lines can be sold handily by the hardware dealer and they are at the present time prosecuting an active campaign in goods of that description.

An important development, as a result of the hardwareman's venture into new fields, is the distinct improvement in his store methods. Glass showcases, improved fixtures, more space and light, are features of the modern hardware store which can be traced back to the time that the hardware dealer began handling stock which demanded these innovations.

PRECEPTS IN POETRY.

The following verse is reproduced from the columns of a contemporary. While we cannot praise the meter or endorse the poetic merit of this little effusion, the sentiments expressed are indeed praiseworthy. Diplomacy, earnestness, optimism and belief in the firm are the qualities which go to make a successful hardware clerk.

Conceive me, if you can,
A hardware-shop young man;
"Personality-pleasing," "diplomacy"—wheezing,
A quite worth-his-salt young man;
A selling-you-goods young man
On a new and original plan;
"Earnestness," lots of it—"optimism," pots of it—
"Belief-in-the-firm" young man!

DISTRIBUTE RESPONSIBILITY.

To have all the responsibility of a business resting on one man is bad for the business and for the one man as well. It is bound to limit the growth of the one and wear out the other. The most successful merchant is the man who can shift some of his responsibility to different members of his staff and see to it that they assume the burden in a satisfactory way. At no time is the necessity for a distribution of responsibility so marked as during the Christmas trade. There are so many lines which should be featured that, if the whole management rests with one man, some departments are bound to suffer from neglect.

Divide up the work. Say that your staff consists of three clerks. Assign to one the responsibility for the cutlery and stove departments; to the second clerk the care of the cut glass, brass goods and silverware; and to the third, the sporting goods and paint departments. We do not mean to imply by this that the three clerks should devote their whole time to the goods assigned them and not bother with the sale of other articles. Merely let the responsibility of seeing that those goods are properly featured and advertised rest with each one.

The duty of the three clerks would be to see that the goods in their respective departments were neatly stocked that they received their due share of show window advertising and that the sales kept up to the mark.

This system would have a double advantage. It would provide against the possibility of any lines being neglected or overlooked. And it would instil into each member of the staff a due sense of his responsibility and opportunities.

POINTED EDITORIALS.

Don't neglect to enter Hardware and Metal's Christmas window contest.

* * *

If you want to give your clerks a Christmas present, Mr. Dealer, you could not do better than give each one a year's subscription to Hardware and Metal.

* * *

The invariable success of hardwaremen who have ventured into the cut glass and toy business should encourage others to take the same step.

* * *

A prosperous year is drawing to a close. If all years to come prove as good to the hardwareman as 1911, he will have little room for complaint.

* * *

A tin of paint is needed in every home at Christmas time as much as a sprig of mistletoe and decorations of evergreen. Impress this fact on your customers.

* * *

Buying from pictures is a gamble. The householder who buys a stove from a catalogue risks perhaps ten years of home comfort for the sake of saving a few dollars.

* * *

Remember the dog collar as a good Christmas seller. Young men know that a present for the pet pleases the pet's mistress. It is the old principle of "love me, love my dog."

* * *

Hardwaremen who launch a Christmas stove selling campaign might well label their efforts, "an appeal to reason." It should not be difficult to make sales in the stove and heating department.

* * *

The plumber is no more. In his place we have the domestic sanitary and heating engineer. May the improvement in name be accompanied by an all round improvement in everything pertaining to the trade.

* * *

It is a long cry from the old fashioned card in the daily papers, reading, "John Smith, Everything in Hardware," to an advertisement containing illustrations and prices of no fewer than seventy-two articles. The advance in advertising methods thus noted is typical of the improvement in other branches of the trade.

* * *

The forwarding Company, which serves one of the large railways, in Montreal, advises a complaining shipper that it is 1200 cars behind. No wonder Montreal wholesalers and manufacturers are figuring upon means of securing relief from the dray famine.

Christmas Goods That Should Be Carried

Some Ideas For Pushing the Sales of Desirable Lines — Electrical Novelties Will be Much in Demand—Vacuum Cleaners Make Useful Gifts — Feature Alarm Clocks and Brass Ware—Carry Art Metal Supplies.

AT the Christmas season there are splendid opportunities for the disposal of goods of all descriptions. The public taste in the matter of presents has changed wonderfully of late years. An article to be acceptable does not require now to be beautiful and ornamental. The quality of usefulness is just as much desired as attractiveness. An electric iron delights the housewife quite as much as a fancy piece of bric-a-brac or jewelry. She has come to recognize that she will get infinitely more comfort and use out of the practical gift, than out of the other variety. This change in the trend of Christmas demand has proven a great boon for the hardwareman. A countless variety of hardware articles, which were once unsalable for Christmas purposes, are now very much in demand.

Electrical Goods.

The hardware dealer should not neglect to feature prominently his stock of electric fixtures and novelties. If he does not, by any perchance, carry goods of this description, he would do well to sit down without an hour's delay and send off a "rush" order for supplies; for the trade this year in these lines is going to be well worth participating in.

It would be advisable, in the first place, to give prominence to electric fixtures. People who have the means like to brighten up their homes for Christmas time, and the purchase of new fixtures is one of the most effective methods of doing it. Put an assortment of the most attractive fixtures in one of the store windows and a demand will almost immediately make itself felt. A couple of weeks ago, Ingram & Davey, of St. Thomas, put in a window display of fixtures. The effect on the demand for lighting goods was at once apparent. So many fixtures were ordered, that it kept three electricians working day and night to install all the goods sold.

The same applies to dry cells, flashlight goods, electric irons, electric toasters, and the numerous other specialties of a like nature. Get the goods on display and they will sell themselves. The "flashlight" is a novelty in this country, and, as it has a distinct practical value, it should sell readily. Electric toasters and irons will be "best sellers" this year, for they are being rapidly recognized as articles which no household should be without. Many a housewife will demand for herself articles of this nature for Christmas gifts.

Vacuum Cleaners.

At first glance, one might not be disposed to recognize in the vacuum cleaner a likely article for sale as a Christmas present. It could, nevertheless, be made highly popular for that purpose. As repetition of a plain statement serves to drive it home, we again draw attention to the fact that the average woman nowadays prefers a practical and useful gift. She would, therefore, appreciate a vacuum cleaner. That instrument of dust and dirt annihilation would be welcome in any household, involving as it does emancipation from the slavery of the broom, and a wholesale lessening of household drudgery. Suggest it to your male customers as a present their wives would appreciate and treasure for many a year.

Tools and Chests.

Men are even more appreciative of practical presents. To the mechanic, no gift would appeal more completely than a new tool or set of tools. A tool window should be included in the list of Christmas trims.

Sets of tools for boys are a still more important feature. The demand for such sets has been increasing each year, and no hardwareman should neglect to feature this line prominently. Tools are made up in neat boxes, which sell at a reasonable retail price, but at the same time carry a neat profit.

There are few boys who do not desire just such a set of tools, and a display of the different sizes carried would draw the attention of the entire boy population. Nothing further would be needed to sell the tools, for each lad would constitute himself a salesman, with the avowed purpose of making his parents purchasers.

Alarm Clocks.

Another line which might well be featured is the alarm clock. Clocks are both useful and ornamental and, in putting them up for sale at Christmas time, the hardwareman would have an ingenious argument to back him up. He could urge on his customers the desirability of getting up early on the holiday and thus enjoying every minute of the day. A brand of clocks has been advertised extensively in popular publications as a sensible and desirable present.

Give one of the store windows for a week, or a portion of a window, to a

display of alarm clocks. A very effective trim could be arranged. To hark back to the early start argument, an effective advertisement might be worded something like the following:

"Don't waste a minute of this merry day. Have the presents ready Christmas Eve. Hang each stocking up. Arrange the presents that won't go inside in little piles around each stocking. Then, when all have gone to sleep, sneak into each bed-room a jolly-faced alarm clock.

"He'll ring the merriest Christmas bell you ever heard—and get the family down to see the presents, and have breakfast early so the whole day will be yours to fully enjoy."

Art Metal Goods.

Here is another "best seller." Handle art metal goods. Brass piercing has become more than a fad; it has developed into a household industry, claiming devotees in practically every home. There has been, and will continue to be, a strenuous demand for supplies, and the hardware store is the first place to which people turn. A wise measure in booming trade in this line is to circularize all persons in town who are known to be interested or who might be expected to acquire an interest. As brass piercing is confined largely to the young ladies, the mailing list would not be hard to compile. This plan has been followed with conspicuous success in many instances.

Brass Goods Popular.

The vogue of brass ware is still a feature of the Christmas demand. It always will be. Brass goods have come to stay. There is an increasing amount seen in hardware stores and, from all reports, the profits made are such that this line is apt to be handled more actively as time goes on.

A SANITARY HOG TROUGH.

A new hog trough has been placed upon the market by Finlay McArthur, of Montreal. Its benefits are said to be for both the farmer, personally, and for the hogs, which are unable to walk into this pen, which can get a good meal whether they are smaller than their fellows or not, and which do not get any filth with the food. The trough can be tilted either forward or backward, thus insuring thorough and easy cleansing.

The Atlantic City Hardware Conventions

Manufacturers and Jobbers of Hardware Discussed Important Subjects—Optimism Expressed Regarding Business Conditions—Resale Prices Approved Almost Unanimously—Questions of Mail Order Competition and Parcels Post Discussed.

The conventions of the American Hardware Manufacturers' Association and the National Hardware Association brought together, last week in Atlantic City, an exceptionally large and representative body of men whose business interests are closely connected with the hardware trade.

As the president of the Wholesale Hardware Association stated, this great gathering coming from all parts of the United States and Canada, testified in a very emphatic way their faith in the doctrine of co-operation. The business of the manufacturer was to take raw materials and transform them into useful forms, which are demanded by the people. The duty of the jobber is to study and master the science of assembling and distributing to the retailer in the most approved and economical way; while the retailer had to carry in stock, near the point of consumption, those articles best adapted to serve the wants of the public.

These three great classes, the manufacturer, the jobber and the retailer, met together for the one purpose of studying how best to co-operate and work out this difficult problem of distributing hardware goods.

Last week we gave an account of the first day's session and reproduced the address of J. G. Henderson, commissioner of industry, Hamilton, Ontario. Mr. Henderson showed plainly, and quoted numerous figures to prove his point, that Canada was enjoying a period of prosperity unprecedented in her history.

U. S. Business Improving.

Mr. Jantz, the president of the Manufacturers' Association, also emphasized the point that business conditions in the United States were improving and were in a very healthy state at the present time. While the harvest had not been as large as in some previous years, it was, nevertheless, a big one, and coupling this with the large crops of the past ten years and the good prices which farmers had received for their produce, also taking into account the enormous export business which had been done this year, which would bring unthought of wealth to them from foreign countries, the country was certainly in splendid condition for a great revival of business, which was bound to come as soon as the present uncertainty was replaced by confidence, and the realization that nothing would be done and that

nothing could be done at any time which could permanently cripple or even interfere with the development of their business.

Stocks of merchandise in the hands of the wholesale and retail trade were very low, which was evident from the fact that during the year business had been, so to speak, a hand to mouth trade.

The three questions receiving most attention were: resale prices, parcels post and mail order competition, which is closely bound up with the other two big questions.

Resale Prices.

The jobbers and retailers were practically unanimous in favoring the policy of price maintenance by manufacturers, as they felt it would do a great deal towards eliminating price cutting, which is the bug-bear of the wholesale and retail trade.

Some of the manufacturers, however, were of the opinion that to establish a fixed price on any line of goods merely invited competition from cheaper lines and quoted a number of instances to show that wherever a fixed price had been established on a standard line of goods, a substitute had been put on the market to resemble as closely as possible the standard article on which a price was fixed, but which would sell at lower price.

This simply means, however, that no one firm can capture all the business, and any firm that makes a success of any particular line cannot help benefiting his competitors to a more or less extent.

Undoubtedly the policy of price maintenance seems to be gaining ground, and the manufacturers who have adopted such a policy seem to be well pleased with the results.

Mail Order Competition.

The Wholesale Hardware Association were criticized severely by manufacturers for the policy they had adopted during the past year of circularizing their members whenever prices were published by catalogue houses lower than could be met by the wholesale and retail trade. The manufacturers maintained that in practically all cases they were not responsible for the prices these mail order houses were quoting. They had not sold them goods directly and were not aware from what source they had obtained them. The result of the circular which had been sent to their mem-

bers had been that they were deluged with complaints and with demands for lower prices in order that jobbers might meet these cut prices.

Moreover, the manufacturers claim that the cut prices advertised by catalogue houses only affected a limited district, whereas, the news was sent broadcast among wholesale hardware dealers in all parts of the United States, and there was a great tendency to demoralize business. The Wholesale Hardware Association, however, claimed that they had distinctly informed their members that they did not claim the manufacturer was responsible for these cut prices being quoted, but they thought their members ought to know prices which were being quoted by mail order houses in various parts of the United States.

Mr. M. L. Corey, secretary of the National Retail Hardware Association of the United States, also emphasized the necessity of manufacturers doing all in their power to prevent mail order houses cutting prices on standard goods.

He stated that whenever a manufacturer sold to a catalogue retailer at jobber's price it was killing the chances of any successful competition for the jobber-retailer channel, and was forcing the retailer to make a fight for a lower cost or to search the market for a substitute.

Prices had always been, and always would be, a most important factor in deciding all business transactions. Everyone realizes the injury that has been done the retail store when they were unable for any cause to fairly and squarely meet catalogue competition.

Mr. Corey further stated that the retail hardwaremen of the United States were generally holding their ground, fighting stubbornly the advance of the price-favoring enemy, which entitled them to the most careful and earnest consideration from the manufacturers and jobbers whenever the question of selling terms and prices were taken up.

In conclusion he stated:—

Whenever a jobber charged a dealer more than the catalogue house quotation for any article he forfeited the confidence and disturbed the loyalty of his customer, and furnished conclusive argument favoring co-operative, quantity buying combinations.

The average retailer preferred buying from the jobber, but it was the mission and duty of the wholesaler to protect

the retailer's interests, and, unless this was done, trouble was bound to result.

Parcels Post.

A very interesting address was given by Mr. S. Norvell, editor of the *Hardware Reporter*, on the subject, "Observations of a Hardware Man in Europe on Parcels Post."

As conditions in Canada are very similar to those in the United States, and as Canadian hardwaremen have very much the same thing to fear in the way of parcels post legislation, we are reproducing in part Mr. Norvell's address.

"My effort," said Mr. Norvell, "will be to state my European impressions in just as concise form as possible. My remarks will be suggestive rather than exhaustive. As far as possible, I will try to avoid taking you over well-beaten paths.

"My subject naturally resolves itself into three divisions: The present conditions in Europe; the present conditions in the United States, and my conclusions.

The Short Distances in Europe.

"Before the traveler goes abroad he of course knows that the distances in Europe are short as compared with this country; nevertheless, when you arrive there these short distances are none the less startling. You find that in London, for instance, you are only an hour, by fast train, from the east coast of England, one hour from the south coast, and from two to three hours from the west coast. Including the time of crossing the Channel, it is only seven hours from London to Paris. In a short day's travel you pass through Holland, Belgium and the northern part of France.

Business Abroad is Centralized.

"In all of these countries the small shopkeepers told us the same story: The well-to-do people bought their supplies of all kinds direct from London, Paris or Berlin, either by mail or by personal visits. The best trade had accounts with the large department stores in the large cities. The small dealer simply had to content himself with the business he could pick up from laboring men and others, who were too poor or too ignorant to buy away from home. All these small merchants, whether English, French, German, Austrian or Hungarian, said that the parcels post system was, in a large measure, responsible for this condition.

"The magazines and farm journals, which are specially interested in increasing their advertising patronage, have been circulating glowing accounts of how everything abroad is shipped by parcels post. This is certainly true. I was told that a tag is attached to the

legs of live chickens and they are stamped and sent by mail. Live fish are sent by mail. A bird in a cage is sent by mail. But stories that are told of farmers selling their produce to far-away places and thus obtaining a better market, are all moonshine. All the farmers in England together do not produce enough food stuffs to supply the city of London alone. When the farmer can sell all of his chickens and eggs, and everything he can raise, to the people in his own neighborhood, it is absurd to talk about his finding a better market somewhere else."

European Business is "Peanut" Kind.

"Now, with these facts in mind, let us inquire into some of the conditions of parcels post abroad. The retail merchant will not carry any stock; he buys in fractions of one dozen. He depends upon the jobber or "factor" to supply him.

The European consumer carries no stock on hand. He lives in a very small house. He has no store room; he has no refrigerator; he has no ice. Each family buys, not only from day to day, but from meal to meal. This system of doing business is carried on in every country in Europe. It is a peanut business. Of course the aggregate of sales, on account of the great population, is heavy, but there are infinitesimal and numerous transactions. Taking the average of all hardware orders in the United States, it will figure out about \$40 each.

Except in England, it must be remembered that the railroads are owned and operated by the Government. The Government also owns and operates the mail parcels post, the telegraph and the telephone. As a rule, the same building is utilized for all these branches of service, and frequently the same employes. When one considers the low rents of Europe and that the wages are about one-half what are paid for the same character of work over here, it will be appreciated that parcels post, with these advantages and with the short haul in Europe, can be operated at a much lower cost than over here.

European Nations Divided into Zones.

We are led to believe that abroad there is a free exchange of commodities between the peoples of the various countries. This is not true. In the first place, the people of the various countries in Europe speak different languages. Do you imagine that a German, who only speaks German, sends a mail order for what he wants to France, or do you imagine a Frenchman sends an order for what he may need to England? The idea is absurd. The people of European countries do not travel as we do in this country. Only the large

merchants have any intercourse with the merchants of other countries. Europe is divided up by a system of nations into small zones and in the centre of each of these zones is a large city that handles practically all of the business of that zone. London is practically all of England; Paris is all of France; Berlin is all of Germany; Vienna is all of Austria; Budapest is all of Hungary, etc.

Areas and Populations Compared.

Let us now look at a few figures giving the comparison with Europe of the population and area of this country. First, take Texas, with an area of 265,896 square miles, and a population of 3,896,542, as compared with the entire nation of France, with an area of only 207,054 square miles, sustaining a population of 38,961,945 people. Now study England: The total area of the United Kingdom, including Scotland, Ireland and Wales is 121,391 square miles; the combined area of the three states of Illinois, Indiana and Ohio, is 134,059 square miles, larger by 12,668 square miles than the whole United Kingdom of Great Britain and Ireland.

"What I wish to emphasize is the enormous area of the United States and its very thin population as compared with the countries of Europe.

Ultimate Results of the Measure.

"My conclusions in regard to the effect of parcels post when in full bloom in this country, are as follows:

"It will reduce the country merchant to the same condition as the small shopkeeper in Europe.

"Our present prosperous country towns will become mere hamlets and deserted villages.

"There will be but one-quarter the number of traveling salesmen we now have.

"The cost of doing business will be transferred from railroad fares, hotel bills, livery and automobile hire, to the printing of elaborate catalogues, circulars and letters.

"The money that is being spent by salesmen out in the country will be spent in the large cities for printers' ink, paper and postage stamps. The people who would benefit by the changed methods of distribution would be the department stores, catalogue houses, printers, magazines, newspapers and the Government.

"The manufacturers of high grade goods and the jobbers and salesmen who sell these goods, will suffer loss of business.

"The manufacturers to be benefited will be those who make a class of cheap goods that will show up well in the printed catalogue.

Re-arrangement Gives Increased Space for Display

Extensive Alterations Made in James Walker & Company's Store, Montreal, Have Nearly Doubled Available Floor Room Without Increasing Actual Size of the Building at All—Executive and Bookkeeping Staffs Have Been Centralized—More Window Room is Given by Fine New Front—New Display Window Has Been Established at Notre Dame Street Front—Paint is Given Place by This, the Sales Having Increased 30 Per Cent. as a Result of the Better Position.

The improvement which a re-arrangement may make in a business house is well illustrated in James Walker & Company's large store on St. James St., Montreal. There, within the last few months, such changes have been effected that the room for display has been almost doubled, while the actual size of the establishment has not been enlarged at all. In these days of high rentals, when extended operations have to be carried on in limited space, the manner in which floor room is utilized is of great importance. There will, therefore, be hints for all in a description of the alterations made in this Montreal business place. Operations there, by the way, have just been completed, yet, already, the better state of

affairs which it was expected would result, have made themselves felt. The actual sales have increased with the extra room for display.

Floor Now Undivided.

The executive offices of the company were in the centre of the main floor. It was a good position in many respects, but it divided the store, which runs through from St. James to Notre Dame street. Moreover, the situation of the office meant that the manager, Max Hill, was in the actual rush. It was easy to reach him. He was bothered with many trivial difficulties. To take him somewhat away from the confusion of business therefore, and to secure a large, uninterrupted floor space, a change

was decided upon; and the executive offices, with the bookkeeping department which had been on the first floor, were moved to a mezzanine story, situated at the back of the establishment.

Notice the result. The sporting goods department, which is given the front of the store, has its space increased 75 per cent. The manager is free from unnecessary interruptions, and yet has a position from which he can observe all that transpires. He, moreover, has his executive and bookkeeping staff under his immediate supervision.

Room Given for New Department.

The removal of the bookkeeping department, to the gallery story, left vacant room on the first story. This has been



The Sporting Department, enlarged greatly as a result of the recent alterations. The picture shows the use made of the gallery which runs the entire length of the store. Not only are snowshoes, skis, shin-pads, and pennants hung from it, but goods in daily demand are stored on it, so that they may be quickly reached.

given over to a department where are handled, mantels, grates, tiles, and fireplaces. Easy access is given to this department by a plunger type elevator. This runs up to the third story, too, enabling the employees to quickly reach the plating shop there located.

Extra room given the sporting goods department has enabled a splendid display to be arranged. Glass topped show cases are used in which special goods are arranged. On the walls, and in a gallery which runs the entire length of the store, are arranged the various equipment for winter sports, and in the window is now shown a fine display of skis, snow shoes, sweaters, and such seasonal goods.

Cunningly Arranged Window.

The window, by the way, is the alteration which first strikes the visitor. A great change has been made here, a change which gives the store one of the finest fronts in Montreal. The door has been centred, while the show windows have been so curved, in a concave manner, that the entrance is made to appear exceedingly broad, while not an inch has been cut off the show window front. It is a cunningly arranged doorway. The vestibule is tiled, and above is an iron marquette which gives a massive, attractive appearance.

Every up-to-date dealer knows the value of a good show window. This one

which was dressed for the first time a week ago, quickly proved its worth. Mindful of the approaching holiday season and the approaching Montreal winter, skis were included in the display. At the time there was not a speck of snow on the ground, but that first day a pair of skis were sold to an enthusiast who wanted to be prepared.

But not only at the front of the store have changes been made. Where a store faces on two streets it is evident that it has the double advantage of having two show windows. It was decided to make full use of this, and at the Notre Dame street front an entirely new window was installed, a separate shipping department being partitioned off by a terra cotta inclosure.

Advantage Given to Paint.

What should be put near the new Notre Dame entrance? That was a question which faced Mr. Hill and those with whom he consulted. The decision was made in favor of paint, and so this line of goods was taken from the centre of the store and put in a position where all who entered from that side might see it. This change was made some three months ago. The result is evident already. "The sale of the paint," said Mr. Hill, "has increased from 25 to 30 per cent."

He has no hesitation in crediting a great part of this increase to the better

position given the paints. "They were rather overlooked where they were before," he remarked. "Now there is no chance of that. Moreover, they are kept in better order now. When they were in the background the man in charge of the department had little incentive to arrange a tasteful display. Few people saw the paint. They asked for them when necessary, and were supplied. But now they see the tins and are led to ask for them. Good work shows with the present arrangement. The man in charge is enthusiastic. He does his best to show the different lines carried, and increased sales are coming as a result.

Another Economy of Space.

Also, with the view of getting more space for the wares, an economy in floor room has been made by changing the radiators. These are now circled about the pillars which help support the upper storeys. They detract not at all from the store's appearance, and they give a great deal more room. At present, for instance, an attractively arranged pyramid of skis stand where formerly was a large radiator.

That is a point which many hardwaremen would do well to note. In many stores radiators cut largely into the floor room. They do not perhaps occupy a great amount of space themselves, but they so divide the space which there is, that little use can be



The James Walker Hardware Co.'s new front. Notice the device by which a broad appearance is given the entrance but while little decrease has been made in the width of the valuable show windows. The display in the windows is particularly appropriate to the Christmas and winter season.

made of it. In floor room, as in many other things, it is not so much what a man has, as how he utilizes it.

System Re-arranged, Too.

The general arrangement of the Walker establishment has brought naturally a re-arrangement of the store system. Now a head has been appointed for each department. Every head knows what room he has. It is for him to make the best use of that which he can to obtain the best results. He is to look after all the business belonging to that department, but if he encounters some

tion which was born in Winnipeg 18 months ago. H. H. Piggott is president, R. R. Wilson vice-president, and Henry Detchen the secretary. Now that the association is incorporated, the adjustment bureau will go into immediate effect. The only difficulty standing in the way, is the securing of the services of a satisfactory adjustor. This department will look after the investigation of weak accounts, and the handling of the proceeds of sales carried out in accordance with the Bulk Sales Act; the control of businesses where extensions have been granted and the liquidation of

tions, interest, and various forms in daily use by credit men. The diary will also provide a space for daily memoranda, interest tables, etc. It will be the only book of its kind published in Canada.

IMPORTANT DEPARTMENT. SPORTING GOODS CONSTITUTE

(Continued from page 45.)

perience has proved this. People go inside and ask for a sweater, making clear their want by saying, "One like those you showed in the window."

But to return to the present display.

Behind the sweaters are arranged penants, such as may be used for den decoration. They decorate the window, adding to its general attractiveness. In front are weightly exercisers, dumb bells, playing cards—a number of similar articles which appeal to the holiday crowd.

At one side is equipped a punching bag—a punching bag which might be placed in any home, and which will appeal to boys, and to men who still have the boyish enthusiasm and the desire to keep fit.

Turning Pendants of Steel.

At either side of the window is arranged an unique display—an upright pole, upon the entire length of which are hung razors and penknives, on one pole penknives and on the other razors. By a mechanical device the poles are made to revolve, so they become turning pendants of steel, which throw back the light coming to them through the plate glass.

This is an attractive feature in itself. People pause to look. Then they examine the various makes of razors, and the handsome looking knives.

The old superstition that it is not correct to give knives, razors, and scissors, for presents, because they "cut friendship," has died out. Many a father will give his son a penknife this Christmas. Many a man will be delighted with a present of a razor. It is displays like that in Kerr's window which stimulate this trade.

AUTO GARAGE AT CHATHAM.

Chatham, Ont.—An automobile garage for purposes of storage and repairs has been opened by J. A. Bunning, C. A. Brown and H. I. Downey in the rear of the Stephens-Douglas hardware store. The two latter partners have been for some years past engaged in auto construction in Detroit. Besides auto repairs, the concern, which will be known as the Superior Auto Garage, will do all classes of gas engines, stationary motor and marine repair work. The Stephens-Douglas store itself handles the McLaughlin car.



The Notre Dame Street end of the store. Near the window is the paint department, which has shown greatly increased returns since given a better position. At the back is the Mezzanine Story, on which is centralized the executive and accounting staff.

knotty point, or if a customer has a complaint, or wants to ask a question which the department manager does not feel competent to answer, the assistant manager of the establishment is consulted. He has a desk near the St. James street entrance.

It is a good system. Certain men are made responsible for certain things, and where this is done things are going to be well looked after. Haphazard methods of conducting large businesses are costly in the extreme. System, such as has been developed in this store, is what brings results.

LOOKING AFTER CREDITS.

Winnipeg, Nov. 22.—The Canadian Credit Men's Assn. Limited, has evolved from the Canadian Credit Men's Associa-

estates that have become insolvent. It is hoped that when this branch of the association is running, that considerable saving will be effected for all concerned, and that prompter distributions will be made amongst the creditors interested.

There is at present in the hands of the printers the draft of a diary, which will be published soon, containing a digest of the laws affecting credit men with important decisions dealing with the Assignments Act, Bulk Sales Act, sale of goods, exemptions, Chattel Mortgages and Bills of Sale, partnerships Joint Stock Companies, Foreign or Extra Provincial Corporations, King's Bench Act, Prosecution of Fraudulent Debtors, Mechanics' Lien Act, lien notes and conditional sale of goods, limitations of ac-

News and Methods of Canadian Hardwaremen

How Western Dealer Humorously Presses Advantage of Cash System—Hamilton Store's Effective Advertising—Guessing Contest Conducted by Elmira Hardware Store—Effect of Kitchen Showers on Sales of Stove Accessories.

KITCHEN SHOWERS AND STOVE ACCESSORIES.

St. John, N. B., Nov. 22, 1911.—While the sale of stoves in this city, in Fredericton, Moncton, and other centres, has been most gratifying thus far to the dealers in those places, it is reported that there has been a noticeable decline in the demand for kitchen or stove accessories at the time of the sale of a stove to most individuals. Only in exceptionally rare cases, said a dealer this week, is it known now that with the sale of a stove by a firm, a lengthy list of kitchen articles accompanies it, and for the most part only the lifter, which generally accompanies the stove itself, is taken in addition.

This does not mean, however, that the purchase of these kitchen accessories is not going on, but it merely signifies that the salesman cannot persuade the buyer of the stove to have sent home other articles used in connection with it, at the time of sale. But for the most part it is explained that since the sale of kitchen accessories keeps up fairly well, there is no cause to complain. The holding of novelty showers and kitchen showers for a prospective bride, wooden and tin anniversary celebrations, the merchant said, were almost directly responsible for the decline referred to. These had become very popular of late seasons, and resulted in a dropping off of the sales of kitchen articles in large quantities, although the demand for individual purchases was quite encouraging.

"Of course," said the dealer in question, "the five-and-ten-cent stores and the department stores come in for quite a share of this trade, and in order to combat the effects of it, I find it distinctly advisable to have a small goods counter in which partitions separate various lines varying in price from a nickel to a quarter, and these I dispose of quite easily. When it comes to sound reasoning, it is not difficult to persuade a customer of the superiority of this class of article over that purchased in the five-and-ten-cent store. I have small signs placed over each lot such as 'Any article here 10 cents,' or whatever may be the price. 'Look at these, 15 cents,' 'It's yours for a nickel,' and others, I find quite suggestive."

TO BUILD MODERN STORE.

Lethbridge, Alta., Nov. 20. — The Hick-Sehl Hardware Co. have announced their intention of erecting a large

and thoroughly up-to-date business block in the spring on their property on Third avenue. The plans are now being prepared. They will call for a brick building to cost in the neighborhood of \$50,000. The ground floor and basement, which will run the full length of the building, will be used for the hardware business of the firm and the upper storeys will be let for business suites.

EFFECTIVE ADVERTISING.

Hamilton, Ont., Nov. 20.—Stanley Mills & Co., have been doing effective advertising in their hardware department, their object being to clear out fall lines and start the demand for early winter goods. A recent advertisement was devoted to "General Fall Needs for Every Household." Among the goods mentioned and illustrated were gas mantles, chopping axes, roofing, window glass, buck-saws, weatherstrip, cobblers' sets and cross-cut saws.

A rather unique ad was published in the daily papers on Nov. 18. It was three columns wide and 12 inches deep and it contained no less than 72 illustrations. Needless to state each illustration was small and the descriptive part was limited to the name and price of each article. A tremendous variety was shown.

A GUESSING CONTEST.

Elmira, Nov. 21.—M. Weichel & Son are conducting a guessing contest open only to girls and boys in the county or outside Elmira. Next week a contest for the boys and girls in town will be held. The contest consists of putting a question and the first boy or girl to give the correct answer receives a prize. A pocket or penknife is offered this week.

The firm have been making a special effort to induce early Christmas buying. In the last edition of the "Store News" they say:

"Why is it so many people wait till the last minute for articles that they know they are bound to need? Why not take time by the forelock? By buying in advance you have everything to gain. You get the full attention, which is not always possible when the store is crowded with people who wish to be waited on. You do not have to select goods from a depleted stock which is bound to occur in some lines late in the season."

UNIQUE ADVOCACY OF CASH SYSTEM.

Kelowna, B. C.—The Kelowna Hardware Co. have a unique advertisement in the local paper, in which they urge the advantages of their cash system. The border is formed of a series of dollar marks, and the advertisement reads in part:—

"We are in the market for your money. We are paying good prices right now for money—Real Cash Money.

"But don't ask us to buy your money on future delivery. We don't buy future promises. Don't offer to sell us money unless you can deliver the goods on the spot. 'Spot cash' is the kind of money we are offering good, strong prices for. You can sell your money for future delivery at lots of stores, but you won't get a very good price for it. 'Spot Cash' money always brings the best price if you sell it at a 'Spot Cash' store. Try it. Credit stores can't pay good prices for cash money, because they buy lots of promises also that spoil on their hands, and the cash money has to be used for the spoiled promises. It takes lots of good, clean money to sweeten up a bunch of rotten promises."

U. S. RAILROADS BUYING HEAVILY.

Cleveland, O., Nov. 23.—The Iron Trade Review today says —

The feature of the steel market is the continued heavy buying of railroad equipment and the disposition of buyers generally to cover for forward requirements. In some quarters the belief is growing that the limit in price cutting has been reached and that any change in the near future must be for higher prices. What is regarded as the first move in this direction is that large car building companies and plate manufacturers who have been greatly benefited by large car awards are less aggressive and are not as anxious to take orders at the present price level. Steel companies not directly benefited by recent railroad buying will make as good a showing this month as in October. Despite the fact that there is a very large tonnage moving, prices on Bessemer billets and sheet bars are weaker and a further concession of \$1 a ton on wire products is noted, while low quotations on plates, steel bars, structural steel and sheets are still in evidence. The Canadian Pacific has entered the market for 5,000 freight cars and this business will likely come to domestic plants on account of the filled-up condition of Canadian shops. The Homestead plate mill of the Carnegie Steel Co.

HARDWARE TRADE GOSSIP

Ontario.

The Guelph Stove Co. have reached an arrangement with the Guelph city council to build a larger factory.

Alfred H. Ellis, the dean of the Brandram-Henderson sales staff, who has been seriously ill, is reported to be in much better health.

The Purdom Hardware Co. have sent a check for \$100 to be applied to the London firemen's benefit fund, in recognition of their services in the recent fire.

Hon. Francis Cochrane celebrated the 59th anniversary of his birth last Saturday. Events are coming fast upon this old member of the hardware trade.

J. Hillhouse, of Clifford, has disposed passed a by-law allowing the erection of electric signs in front of business places. The signs must be twelve feet above the walk and must not project over the walk more than ten feet.

The town council of Merrickville have of his hardware and tinsmithing business to Samuel Richardson, who will take possession about December 1st. Mr. Hillhouse has been in business at Clifford for nearly half a century.

Quebec.

L. J. Coderre of Sherbrooke, spent several days in Montreal last week.

On Tuesday J. G. Lewis of Lewis Bros., Montreal, was at his desk for the first time since his recent attack of appendicitis.

Mr. Bootes, of the Steel Trough and Machine Company, Tweed, called on a number of Montreal wholesalers this week.

J. R. Anderson, H. H. Clarke, and L. J. LaClare, members of the sales staff of Lewis Bros., Montreal, visited the head office in Montreal this week.

A. K. Spinney, of Yarmouth, N.S., came to Montreal last week on a business trip. He found time to call at the Montreal office of Hardware and Metal.

C. E. Wood, of Peck, Stow & Wilcox, Cleveland, called on the Montreal jobbers this week. Mr. Wood was formerly sales manager for the Dominion Cart-ridge Company.

Cartage facilities have become so bad in Montreal that one stove concern has hired motor trucks to give them prompt shipping service until the rush of business subsides.

Among the retailers who came to Montreal on business this week, were: J. B. Damour, Ste. Philomene; L. A. Nobert, "Louisville"; Aime Lemieux, Henryville; G. Marquis, Batiscaire; U. Rock, St. Gabriel de Bramdon, and C. Leblanc, Joliette.

Officers of the Social Club of the James Walker Hardware Co., Montreal, were recently elected as follows:

President, T. H. Malone; secretary-treasurer, A. Cross; convenor of committee, and captain of the hockey team, F. Hadley.

Montreal manufacturers are hesitating to build in certain sections of the city, pending action on the part of the railway companies. There are several alterations to be made in factories connected with the hardware trade, which are being held over purely and simply to see what the railways will do about stations.

The Lewis Bros. Hockey Club has found it necessary to withdraw from the wholesale Hardware Hockey League of Montreal. The resignation, tendered at a recent meeting of the league executive, was received with regret; but pleasure was expressed at the entry of a team from Lariviere Incorporee, the St. Lawrence Boulevard Hardware firm. F. C. Lariviere, president of the company, represented by the new team, was elected an honorary president of the league, and A. F. Warren was elected second vice-president in place of J. T. Smith, who resigned.

Western Provinces.

H. H. Jackson has opened a tinshop at Swift Current, Sask.

A hardware store is being erected at Hepburn, Sask., by J. C. Klassen & Sons.

W. R. Dick has started in the tinsmithing business at Swift Current, Sask.

S. Hellekson, hardware dealer at Swift Current, has opened a branch store at Cabri.

L. J. Morris, Winnipeg, who deals in furniture, has added a stock of hardware.

J. B. Schell has bought out the hardware and implement business of John-son Bros., Netherhill, Sask.

It is understood that Marshall & Wells are planning to establish a large hardware business at Calgary.

James Martin, hardwareman at Mas-set Inlet, B.C., intends to open a branch store at Queenston shortly.

McInnes & Abell have taken over the hardware and furniture business of J. W. Graham at Carroll, Man.

T. A. Millard & Co. have bought out the hardware business of J. S. Barrie & Co., at Cypress River, Man.

It is stated that the sale of the East Calgary branch of the Calgary Hardware Stores, Ltd., is being negotiated.

W. E. N. King, Gainsboro, Sask., held a granite hardware sale, commencing last Saturday and continuing until Tuesday.

The Gibson Co.'s hardware business at Wapella, Sask., has been sold to Jas.

Franks, and stocktaking is now being proceeded with.

Work has been commenced on a new two-storey building for the Alberni Hardware Co., Alberni, B.C. The building will be 30 x 66 feet in size, with a spacious basement.

G. R. Taylor, Crystal City, Man., has sold his hardware and crockery business and has purchased the trunk and leather business of G. A. Eastman. The hardware store has been taken over by J. G. Steacy & Son.

The Fraser hardware store at Russell, Man., was visited by fire recently. Before the flames had been got under control, damage to the extent of \$1,200 had been done. The loss is partially covered by insurance.

The town of Forward, Sask., is said to have an opening for a hardware store. Forward is a flourishing town of 200, on the Weyburn-Lethbridge branch of the C. P. R., and is 26 miles from Weyburn.

The Pioneer Hardware Co., of Davidson, Sask., have a fine electrical display in their window, which is attracting much attention at nights. Current is obtained by connection with a dynamo, in a neighboring butcher shop.

E. L. Gargett, Brandon, has completed arrangements for taking over the business of the Kelly Hardware Co. His brother, Harry Gargett, who has been with McLennan-McFeely, Ltd., Vancouver, will be associated with him in the business.

John J. Foot, for some years Winnipeg manager of the McClary Manufacturing Co., has gone to Vancouver to assume the managership there. The Winnipeg Advertising Club entertained him at a theatre party and banquet, where a suitable presentation was made. Mr. Foot was president of the club last year.

Maritime Provinces.

In a fire in the Vulcan Iron Works of T. McAvity & Sons, St. Johns, N.B., Edward Shaw, the night watchman was seriously burned. Damage to the building to the extent of \$500 was done.

TO MANUFACTURE VENTILATORS

Windsor, Ont.—The American Blower Co., of Detroit, will establish a Canadian branch factory at Windsor in the near future. A site of 4½ acres in the Windsor factory district has been purchased, and erection of a large factory will shortly be commenced. Windsor will grant the usual exemptions, the company to employ 150 men from the start, with possibilities of doubling that number in a year's time. The company manufactures ventilating fans, and allied lines of machinery.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 72.

MARKETS IN BRIEF.

Montreal.

Linseed Oil—Remains at the figures of last week, but a distinct lower tendency is noted.

Copper—Advances about 60c a cwt.

Tin—Up $\frac{1}{2}$ c a pound.

Spelter—Quoted at last week's figures, but rises when negotiations for purchase are made.

Lead—Advances 10c a cwt.

Toronto.

Tin—Advanced $\frac{1}{2}$ c.

Copper— $\frac{1}{2}$ c advance.

Spelter— $\frac{1}{2}$ c advance.

MONTREAL.

Montreal, Nov. 24.—Last week an upward tendency in practically all metals was noted. The same condition obtains now. What the end will be is doubtful. Copper has soared in the last two days, jumping some fifteen cents to-day. It is expected that a reaction will set in here, but there seems no surety of that.

Tin, while steady for a time, has risen in the last few days. Lead remained steady for a time, advancing slightly the last few days. The selling price has risen 10 cents. Spelter presents a strange situation. Generally the price is quoted as similar to that of last week, but as soon as an order is placed, a higher figure is mentioned.

Iron has advanced some 18 cents on the ton, not enough to cause the handlers to increase the price, but enough to make business a little difficult for them. The supply of the metal is not at all equal to the demand. Business generally is good, but the high and rising prices, and the scarcity of the metals make operations difficult.

Tin.—It was expected that a drop in price would precede the Banca sale, which will be held the last day of this month. Those needing tin were waiting anxiously for this decrease, but they waited in vain. Instead of dropping to a lower level, the prices advanced. The syndicate is at work, there can be little doubt of that, but what is their present aim is not known. A lower price level, it is thought, may come during January. If it does, purchases should be made, for a bull campaign is practically certain during January.

Antimony.—Prices a little higher than usual are being asked and given for this

metal. The change is so slight, however, that it is attracting little attention.

Lead.—The market is strong. Supply is small and the demand great. No wonder then that there is a scarcity of the metal. No wonder that the price has advanced 10 cents per cwt. A higher level still will be struck in a few days, this being necessary to offset the advance in freight charges, which take place as soon as river navigation closes.

At present the quotations are:—Domestic Trail, per 100 lbs., \$4.60; bar pig per 100 lbs., \$4.85.

Spelter.—European spelter is scarce, and the American interests seem to be working better together than for some time. They are working together so well, in fact, that the market is rising alarmingly. No advance has been made locally, largely for the reason that there is practically no spelter on the market. One of the local houses tried to buy to-day, but found that a clear jump on the market figures was made, as soon as they let their wants be known.

Copper.—There has been excitement in this market of late. At the first of the week the prices rose gradually. Of late they have leaped up, jumping over 20 cents a cwt. Wednesday. The market is being manipulated. A combine is at work here as in the other metals. The supply, for years greater almost than the demand, is being curtailed. Locally, stocks are fairly good, and orders can be filled, but dealers are feeling a little anxiety.

Pig Iron.—The advance here has not been great. But the metal is hard to obtain. There is enough on hand for immediate needs, but no great reserve stock.

TORONTO.

Toronto, Nov. 24.—A good tone all around is noted in metals, although the freight congestion and the shortage in some metals prove a serious drawback. On the whole, however, the condition of the market is good. Confidence is being shown by the consumers and it is predicted that the market will continue brisk through the winter months.

Tin.—The tin market has seen a further advance of $\frac{1}{2}$ cent., making the local price 47 $\frac{1}{2}$ cents. The price is, therefore, close to the highest mark that has been reached this year. It is freely predicted that tin will reach 50 cents by the first of the year. The London syndicate retains complete control of the situation. Locally there is a first-class demand.

Antimony.—The situation does not present any new features. An apathetic tendency is shown. Consumers are not

showing any desire to buy and what orders are placed are small and for immediate requirements only.

Copper.—The advance predicted last week has been made, $\frac{1}{2}$ cent having been added to the local price. This is the first advance in copper that has been made this year and it, therefore, constitutes a highly important development. The advance has been expected for some time, as there has been a distinct improvement on the primary markets, due to the splendid consumption of copper abroad and the decrease in foreign stocks. The present situation constitutes a marked contrast to the condition which has prevailed throughout the greater part of the year. The lack of confidence which has been shown right along has been replaced by a feeling of complete optimism. Future prospects are believed to be bright.

Lead.—The past week has not brought any change in the situation. The demand is still heavy and although stocks are not as light as a fortnight ago, the supply on hand is still small enough to cause the metal jobbers some uneasiness. Prices remain firm. It seems highly probable that matters will go on as at present for some time yet. There are no signs of slackening in the demand and fresh supplies are not coming forward as briskly as could be hoped for.

Spelter.—The local market is absolutely cleared out of spelter. So far as can be learned none of the local houses have any spelter in stock, although some rush orders have been filled. An order for 50 tons was filled by one house by borrowing back supplies which had been shipped out to other customers, who were sufficiently well stocked to part with a little. There is, consequently, no business being done in spelter. The price has jumped $\frac{1}{2}$ cent, but the figure is, in a sense, nominal.

Plates and Sheets.—The demand is steadily improving. Prices remain firm.

Pig Iron.—There is considerable business being done in pig iron. Supplies are being rushed through before the close of navigation. Prices still rule as follows: Canadian Foundry, No. 1, \$19, and No. 2, 50 cents a ton less. Old Country iron is quoted at \$19.50 for Middlesboro No. 3, and \$20.25 for Clarence No. 3; Summerlee No 2 is \$22, and Cleveland No. 1, \$20.50. Jarrow and Glengarnock irons are at \$20 and \$22 respectively.

Old Materials.—Business is good with prices ruling as follows: Heavy copper wire, 10 $\frac{1}{2}$ c to 11c; heavy yellow brass, 7 $\frac{1}{2}$ c to 7 $\frac{3}{4}$ c; heavy red brass, 9 $\frac{1}{2}$ c to 9 $\frac{3}{4}$ c; heavy lead, \$2.90; light copper and bottoms, 9 $\frac{1}{2}$ to 9 $\frac{3}{4}$ c; tea lead, \$2.40; machinery cast iron, No. 1, \$14; No. 1 wrought, \$10; malleable No. 1, \$8 to \$10; miscellaneous steel, \$6 to \$7; stove plates, \$11.

HARDWARE MARKETS

MONTREAL.

Montreal, Nov. 24.—As Christmas draws nearer the demand for such goods as then find a ready sale is increasing. The cold weather too is causing trade to become brisker, indeed a fine state of business is reported at all the local jobbing houses.

During the week there has been a great deal of shipping by boats, western merchants being anxious to avail themselves of the cheaper mode of transportation. A difficulty was encountered here in the shortage of drays. That difficulty, indeed, is meeting the shipping departments of all concerns at almost every turn. But within a few days now, lake and river transportation navigation will close. That will cause an easing off in the situation, as far as the shipping departments are concerned.

No changes in price are reported. The large ordering of cutlery is thought to be partially due to the announcement that a rise will be made in the price of some lines after the new year, but this may be due only to the preparations for Christmas.

Seasonable Goods.—In this line business has been particularly active, sleighbells, weather strip, carriage heaters and similar goods being largely ordered. At some houses it is said that the ordering of sleighbells is now at its height. At others the statement is made that the great bulk of the business in the bells is over. This appears to be one of those cases where the different houses have a different class of customers. Some place their orders early, others send along their requests for shipment when they begin to feel the customers' demand. So far the manufacturers of the bells have been able to fill all orders, so those jobbing houses which state that their stock is well nigh depleted, are not worrying.

Christmas Goods.—The call for such goods as are suitable to the Christmas trade is becoming brisker daily. Cutlery, Plated Ware, Novelties—the demand is steady. There are hardwaremen who are delaying their orders, but the number of these is reported smaller than usual. Men are more and more coming to realize that to have the goods on time they must order on time.

Household Goods.—Outside of shipments which have been made to the west there is but little activity in this line. Building paper, however, continues to move well, though part of the activity here too must be attributed to the dealers' desire to get in their winter supply before navigation closes. Anticipating the heavy Christmas trade of winter a number of dealers have placed good orders for wrapping paper. Some,

however, are leaving this matter over, apparently. By doing so they are running the risk of a shortage, for the orders are sure to pile up during the first days of December.

Sporting Goods.—Daily business is increasing in this line. The cold weather has brought skating and hockey very near, and dealers from all parts of the country are sending in their orders. Skates, hockey sticks, and pucks are the great lines, but snow shoes, skis, leather gauntlets, and sweaters are also being largely ordered.

Builders' Hardware.—Still a good business in this line keeps up. Locks, door checks, door knobs and similar lines are being bought largely. There seems no promise of an immediate change.

Heavy Hardware.—Iron pipe is still hard to get. So are bolts of certain sizes and nails. The cause is said to be the heavy ordering which has come from the west. With the last boat shipment there will be an easing in the situation here.

Cement.—This is a quiet season with cement, yet the great building operations which are still going on are resulting in the continuance of a good demand.

TORONTO.

Toronto, Nov. 24.—The amount of business being done is highly satisfactory to local hardware wholesalers. In fact, they have about as much as they can handle and there is every prospect that this condition of affairs will pertain right through the season. The only fly in the ointment at present is the freight blockade. There has been more or less congestion in the railway freight departments for some weeks, but matters have now reached an acute stage. The jobbers complain that they have goods in the freight sheds which should have been delivered a week or more ago, and for which they have orders outstanding. The railway companies are striving hard to cope with the situation but it is almost certain that the congestion will not be relieved for some time yet. In the meantime, the jobbers are supplying the demand in some lines from hand to mouth, as it were.

Seasonable Goods.—The delivery of winter goods is now on in full swing and large shipments are being made. The jobbers are anxious for snow, however. One good spell of sleighing would quicken trade very appreciably in all such lines as sleigh bells, sleigh heaters, snow shovels, blankets and weather strips. Mitts are selling well and there is a good demand all around.

Christmas Goods.—While no complaint can be made on the score of the business being done in holiday lines, a spell of more Christmas-like weather would help a great deal. "We are booking large orders," said one jobber, "but too many of our customers are failing to show as much interest as they should this late in the season." On the whole, however, hardwaremen are showing a tendency to order earlier than in past seasons, and this is a very favorable sign. There is also a tendency to stock a better class of goods than ever before — cut glass, brass goods, etc. Household specialties, such as chafing dishes, water coolers, table kettles and stands, coffee extractors, crumb trays, water filters and all goods of that description are strongly in demand. Metal toys are selling briskly.

Household Goods.—Dealers are calling for household goods in large bulk. The opportunity for a profitable business in these lines, not only during the active holiday season, but immediately preceding it, seems to be recognized now, and dealers are stocking up.

Builders' Hardware.—As long as the weather remains open, the call for builders' hardware will continue. Trading is still fairly brisk, but most of the orders are for odds and ends, indicating that the end of the rush season is not far off. The bulk of the trade is in the larger cities.

Heavy Hardware.—Booking continues, although business is not now very brisk. Prices remain firm. Price quotations are:—Discounts on carriage bolts, 3-8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Sporting Goods.—The trade in sporting goods is confined almost exclusively to skates, hockey sticks and other typically winter lines. Although the demand for these goods is brisk, the need is felt once again for snow and cooler weather. A few sorting orders in guns and ammunition are being placed.

Lighting Goods.—The demand is still brisk and some lines for the Christmas trade are being sold. Electrical novelties are selling in larger bulk than ever before.

NEW PATENTS ISSUED.

The following is a list of patents recently granted by the Canadian Patent Office, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa, Canada.

135,731, W. Kraus, Silby, S. Dakota. Stoves. W. Kraus & M. Rhody.

135,746, Geo. G. Floyd, Granite City, Ill. Razor blade sharpeners. Simplex Mfg. Co.

135,747, I. L. Messenger, De Ruyter, New York, wood screws. Russell D. Burdick & Wm. A. Wilcox.

The Western Hardware Market Situation

Winnipeg, Nov. 22.—Owing to the early arrival of snow, and the setting in of winter at a date which is considered by all to be extremely early, the volume of trade being transacted at the present time in the hardware market, has shown more decrease during the last two weeks. Many complications have arisen from the extremely cold weather, which has been prevailing over the entire West.

Building is at a standstill, for practically all those structures which were not finished before the arrival of snow have been abandoned until the spring, and only inside work is at present being carried on. To add to this, there has been a serious "tie up" in the local freight yards, and as a result, wholesalers have been experiencing considerable difficulty in securing supplies. One large wholesaler stated this afternoon that his firm had had over 10 cars in the yards for the last two weeks, and yet had been unable to get them unloaded. The excuse is that the yards are blocked, and it is expected that it will be some days before freight continues to move as rapidly as it should. Outgoing freight has not been affected to any extent and shipments have left promptly.

As stated above, trade is regarded as being very quiet when compared with the volume transacted during the last few months. While, undoubtedly, some of this is due to the shortage of actual cash in the country at the present time, thousands of the farmers having been unable to get their grain threshed and marketed; yet the period which is existing at the present time is rather an intervening period, and is generally looked upon as a quiet one. Seasonable goods, such as all kinds of winter goods, skates, sleighs, and sporting goods, are moving very freely, and some large orders were received during the last week.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Augur Bits.—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts.—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks.—Steel, 50 per cent; wood, 60 per cent.

Cut Nails.—\$3.15 per keg base.

Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper.—Planished copper, 30c. per lb., tinned, 24c.

Crowbars.—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Cleavices.—7½c. per lb.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files.—American, 75; Black Diamond, 60; Nicholson's 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24, \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe.—¾ in., \$3.25; ½ in., \$4.05; ⅜ in., \$5.00; 1 in., \$7.20; 1½ in., \$9.80; 2 in., \$11.80; 2½ in., \$15.30.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones.—Per 100 lbs., \$1.65.

Horseshoes.—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails.—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10 and 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools.—50, 5 and 5 p.c.

Hinges.—Light T and strap, 65 p.c.

Hooks.—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers.—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black.—½ in., \$3.15; ¼ in., \$2.30; ⅜ in., \$2.35; ½ in., \$3.15; ¾ in., \$3.80; 1 in., \$5.45; 1½ in., \$7.45; 2 in., \$8.95; 2½ in., \$11.55; 3 in., \$18.40; 3½ in., \$24.15; 4 in., \$32.25; 4½ in., \$42.50; 5 in., \$47.50; 6 in., \$61.50; 7 in., \$95.50; 8 in., \$118.

Logging Chain.—¾ in., \$7.50; 5-16 in., \$6; ⅜ in., \$5.50.

Lanterns.—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting.—57½ per cent.

Pig Lead.—\$4.75. **Lead Pipe.**—\$5.75.

Lead Waste.—\$6.75.

Rivets and Burrs.—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope.—Sisal, 8c; pure manila, 10½c; British manila, 8½c; lath yarn, 3c.

Sheet Zinc.—Casks, \$8.75; broken lots, \$9.25.

Steel Squares.—40 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder.—Half and half, \$28 per cwt.

Screws.—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate.—I.C., \$9.75; I.X., \$11.75.

Tin Plate.—I. C., charcoal, 20 x 28, full box, \$10.25; ½ box, \$5.50; I.X., full box, \$14.25; ½ box, \$7.50; 20 x 39, I.C., full box, \$13.50; ½ box, \$8; I.X., full box, \$15.50; ½ box, \$9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Prices on wire barbed and annealed and plain are all open and prices cannot be quoted. All wholesalers are open to receive enquiries on wire and it is doubtful if there is much of a contrast in prices.

Paint and Oils.

Inside furnishings continue to hold the lead, as practically all outside building work has been stopped on account of the extreme cold weather which has been prevailing. The situation in linseed oil is becoming very interesting, as stocks are low in the city at the present time, and receipts of flax are by no means encouraging. Some thousands of acres of this valuable crop were lost entirely, as the crops were either frozen too badly to be cut or have not been threshed yet.

Linseed mills are expected to start work in the near future, as it is imperative that supplies be received shortly. Turpentine, on the other hand, is held large quantities, and there is no likelihood of any shortage in this line. Prices in both lines, however, remain steady and unchanged from last week, namely, 85c. per gal. in barrels, and 95c. in small lots for turpentine, and \$1.15 per gal. for raw, and \$1.18 per gal. boiled for linseed oil.

Putty and Glass.—Both these lines continue to move pretty freely, as this is the time of the year when the demand is strong for them. As inside work is now practically the only building that is taking place, a steady drain upon stocks in the city is being experienced. This unexpected demand has, however, been carefully met, and no serious difficulty is expected to supply the trade. Putty prices are:—\$3.15 per 100-lb. drums; \$2.75 per 100-lb. of 900 casks. Bladder putty in barrels, \$3.15 per cwt. and \$3.40 in 100-lb. cases. Glass still remains on the \$3.75 basis for 25 unit inches.

Lead.—Lead remains unchanged from the advance of last week, and is still to be quoted at \$6.50 to \$7.50.

Twenty Years Ago In the Canadian Hardware Trade

The following items are taken from Hardware and Metal issue of Nov. 28, 1891:—

"A fire occurred the other morning in McKelvey & Birch's machine room, Kingston, by which a sewing machine was partially destroyed. The fire was caused by spontaneous combustion, and started from steel shavings saturated with oil. The damage by fire and water is estimated at about \$200, and is covered by insurance."

Editor's Note.—The fine modern premises of McKelvey & Birch were illustrated in a recent issue of Hardware and Metal. This firm maintain one of the largest staffs in the Eastern Ontario hardware trade.

"Bennett & Wright, Toronto, have been awarded the contract for the plumbing in the new Confederation Life Building."

Editor's Note.—The Confederation Life Building was among the first of the large office buildings to be erected in Toronto. Bennett & Wright, the plumbing contractors, have had many large contracts since, and now have one of the most important establishments of the kind in Canada.

"In Winnipeg 225 new buildings have been erected this year, representing over a million dollars in value."

Editor's Note.—Just a few days ago the announcement was made in the daily papers that this year's building permits in Winnipeg would total over \$17,000,000. This is a huge sum in comparison with the amount spent in building in the same city twenty years ago.

"The Metallic Roofing Co., of Toronto, have just put into their works a complete plant for the manufacture of corrugated sheets of every description."

Editor's Note.—This was probably the first corrugating machine to be installed in Canada, although the Metallic Roofing Co. had been making metal shingles for six years prior to this time. At present, the combined Canadian output of corrugated sheets and all kinds of sheet metal building goods is enormous.

"The Kemp Mfg. Co., of Toronto have almost completed a large new building to meet the needs of their extending business. The new building is 65 feet wide and 125 feet long, and is connected with the Japan room by a 35-foot bridge, and with the main factory by a 20-foot bridge, and an enclosed passageway at the front. The fronts of both buildings will be fitted up with large plate glass windows, the showroom and offices will be enlarged and refitted, and a number of other improvements will be made."

Editor's Note.—About a year ago the name of the Kemp Mfg. Co. was changed to Sheet Metal Products Co. Their plants in Toronto, Montreal and Winnipeg are so large as to dwarf the buildings referred to in the above item.

Hardware Letter Box

Good Luck Oak Stoves.

Arthur Spratt & Sons, Inglewood, Ont.—"Kindly tell us in your good paper Hardware and Metal, where Good Luck Oak Stoves, No. 316, are manufactured."

Can any reader give us this information?—Editor.

Leather and Canvas Leggings.

Van Tuyl & Fairbank, Oil Springs, Ont.—"Will you kindly inform us who are manufacturers, in Canada, of leather and canvas leggings for men."

Beal Bros., Toronto, make leather leggings; Towers Canadian Oiled Clothing Co., Toronto, make waterproof leggings.—Editor.

Asbestos Mantles for Coal Oil Lamps.

Henry Gilles, St. Jacob's, Ont.—"Can you tell me who are the manufacturers of asbestos mantels for coal oil lamps?"

The Mantle Lamp Co., of America, 340 Notre Dame St., Montreal; Welsbach Mfg. Co., Gloucester, N.J.; Berlin Mfg. Agency, New York City.—Editor.

Revolving Window Stands.

Clements & Co., Milton, Ont.—"Would you kindly advise us where we could procure mechanical goods for window dressing, such as revolving stands?"

Clatworthy & Co., 159-161 King St. W., Toronto; Delfosse & Co., 247 Craig St. West, Montreal.—Editor.

Spraying Apparatus.

Aylmer Pump & Scale Co., Aylmer, Ont.—"Kindly tell us in your good paper, manufacturers of tree spraying apparatus in Canada."

Cavers Bros., Galt; Sramotor Co., London; Collins Mfg. Co., Toronto.

Manufacturer's Address.

Steele Hardware Store, Parkhill, Ont.—"Are the National Mfg. Co. still in existence?"

This firm are located at Ottawa.—Editor.

Aluminum and Bronze.

Hamilton & Stott, St. Thomas, Ont.—"Please give us the address of a Canadian firm making aluminum and bronze, and the liquid for same."

Canadian Bronze Powder Works, Montreal.—Editor.

DEATH OF WILLIS MITCHELL.

The death occurred at St. Michael's Hospital, Toronto, on Monday, Nov. 13, of William Willis Mitchell, for nearly forty years senior representative and director of James Cartland & Son, Ltd., brass founders of Birmingham, England. The cause of death was heart failure.

The late Mr. Mitchell had more friends in Canada from coast to coast than, perhaps, any other representative of an English firm, and the news of his sad demise will be received with general regret. He was one of the first men to perceive that Canada offered a splendid field for the exploitation of English-made goods. He believed in the possibilities of the Canadian field thoroughly and made his first trip here some 25 years ago. Since that time he has persisted in his belief and has found justification in the fact that so many British manufacturers are now finding in this country a market for a good share of their output. In the course of his visits to this country and other British "dominions beyond the seas," Mr. Mitchell gained an insight into trade conditions that made him an authority on questions affecting intercolonial and Imperial commerce.

His son, W. Vernon Mitchell, is in the city, having been summoned by cable when his father's illness developed seriously. He is looking after his father's and the firm's business, but leaves again for the east almost immediately. He will take the body to Montreal, where it will be cremated and the ashes will then be taken back for interment in the family vault at Birmingham.

It is anticipated that W. Vernon Mitchell will again visit the Dominion next spring in the interests of the firm, with whom he has been connected for the past twenty years, holding responsible positions of both a practical and commercial nature.

Lesson 5--Course in Card Writing

Illustrating the Numerals Used With the Two Foregoing Alphabets, Showing the Various Strokes Practised in Forming Each Figure.

By J. C. Edwards. Copyright, Canada, 1911.

The numerals are almost as important as the letters themselves, and in many cases they are even more so. Good price tickets form a strong link in the chain of direct advertising. Where a card bearing only a few words referring to the goods may command attention, yet it tells only half the story and does not suggest a good reason for buying from the price standpoint.

The accompanying plate shows the single stroke block and the single and double stroke block numerals. The former are made as the single stroke block letters, with a series of single brush strokes, as indicated by the small figures and arrow.

The single and double stroke numerals are formed with single and double strokes, the same as the letters of the same name and are used when prices are necessarily large and in need of prominence.

Pronounced Price Tickets.

The single stroke numerals make very pronounced price tickets, and are quite speedily executed. They can be made of double thickness where a large figure is necessary and rival in popularity the single and double stroke.

The complete combination is shown in the show card which is illustrated here. The single stroke lettering and price are used for the inscription of lesser importance, while the stronger line and price are made prominent by the single and double stroke style. It will also be noticed that in this card the important words are made with capital letters, and that in the minor phrase, "our regular price," the lower case or small lettering is brought into use.

Strokes the Same.

In the single stroke numerals the student will find that the strokes are practically the same as found in the lettering. 1 and 4 are the only two formed of straight lines exclusively; 2, 3, 5 and 7 combine the curves and straight lines, the curves ranging from the slightly curved lower portion of the 7 to the almost full oval of the 5.

One stroke is sufficient for the 1; 3 strokes are required to form the 2, commencing with a slight curve as indicated by stroke and arrow 1, then No. 2 stroke, which is joined by a straight bottom stroke, completing the letter as shown.

The 3 is often a difficult figure to make, but if the strokes, as shown, are practised and combined in the order indicated, the 3 will be as well formed and easily executed as any other.

Note.—The third or centre stroke of

the 3 may be straight, as shown in the large figure, or curved, as is seen in the small shaded index figure, preceding the strokes. The 4 is composed of three strokes only, the first being a 1, is made within a quarter of an inch of the extreme right-hand side of the space, No. 2 crosses it about the same distance from the bottom, the two determining the height and width of the figure. No. 3 stroke joins the two, thus completing it.

A Common Mistake.

The first mistake the amateur card-writer makes in making a 5, without proper instruction, is to form the lower

serves three purposes, viz: the completing of the top circle, the completing of the lower circle, and the looping of the two together. Care must be taken in making figures, as with lettering, to see that they do not lean either to one side or the other.

This style of figure does not lend itself to the slant style with very much grace. It is a straight up-and-down letter absolutely, but can be made either normal, elongated or condensed, the normal being formed in a space the width of which is the same as the height, the elongated or extended is wider than it is high, and the condensed is higher than it is wide.

The single and double brush stroke



portion first, getting it too large, not allowing room at the top for the horizontal stroke. If the strokes are followed as shown in the plate, this trouble will be avoided.

The figures 6 and 9 also give a similar trouble if care is not taken, but a close study of the strokes will put the student right. The 8 will bother the beginner more than any other, but is simple enough when he considers that it is practically composed of two Os, the top one slightly smaller than the bottom with the centre stroke joining the two together in such a way that they are made into one figure.

Note the order in which the strokes are made, also that the last or 4th stroke

block figures are made with practically the same strokes as the other style, with the added double strokes as shown, giving the figure a heavier appearance.

Always remember that when cents follow dollars, as in the card shown, a period should be placed after the dollars under the first figure of the cents, or when the cents are made the same size as the dollars, the period should be between the two. Always use the dollar mark before dollars, and when the card shows a price below a dollar, the cent mark should invariably follow. It makes the card stronger to follow this rule.

The shading in these figures will easily be understood, as each style practically

Plate N^o 5 - Single & Double Stroke Block - Numerals -



Single
Stroke

1 2 3 4 5 6 7 8 9 0

1 2 3 4 5 6 7 8 9 0

1 2 3 4 5 6 7 8 9 0

1 2 3 4 5 6 7 8 9 0

Single &
Double Stroke

1 2 3 4 5 6 7 8 9 0

1 2 3 4 5 6 7 8 9 0

1 2 3 4 5 6 7 8 9 0

1 2 3 4 5 6 7 8 9 0

1 2 3 4 5 6 7 8 9 0

1 2 3 4 5 6 7 8 9 0

repeats that shown in their respective lettering plates in previous lessons. Use the red sable flat brush in alбата. A number 7 is the most useful and was used in the execution of the accompanying work. Note the methods of holding the brush.

The Outfit for a Beginner.

One brush, as suggested above, one T square (2 feet) and a bottle of letterine in black. Always rub the brush out flat on a piece of cardboard before writing, and often during writing. Wash the brush well in water after you are

through, and gently draw it out to a chisel point before laying it away to dry.

Further information re brushes, outfit, etc., by writing the author, J. C. Edwards, c/o MacLean Publishing Co., or Hardware and Metal, 143 University Ave., Toronto.

STEEL MEN APPROACH GOVERNMENT.

Ottawa, Nov. 22.—A delegation representing the iron and steel industry of Canada, had an interview to-day with the Prime Minister and several members of the cabinet, including Hon. W. T. White, Minister of Finance, and Hon. Geo. E. Foster, Minister of Trade and Commerce. They asked for a bounty on pig iron "as a partial compensation for disabilities under which the industry is placed through lowering of duties, exemptions and discriminations." The question of the rod bounty was not mentioned for the present.

The spokesmen of the deputation were Messrs. J. H. Plummer, T. J. Drummond, Thomas Cantley, R. Hobson, and R. J. Mercure, representing the Dominion Steel Corporation, the Nova Scotia Steel Company, the Canada Iron Corporation, the Steel Company of Canada, the Deseronto Blast Furnace, and The Atikokan Iron Company.

A lengthy memorial was presented asking for an investigation of the whole condition of the iron and steel industry in Canada by the proposed tariff commission, and for a definite declaration of policy by the Government in order to allow the companies to look ahead with some definiteness as to the future. And it was asked that until such an enquiry could be held the bounty would be granted in order to place the industry in a safe position.

It is understood that Mr. Borden promised careful consideration and also asked for definite information as to the relative cost of production in Canada and in other countries, and also data as to the probable effect upon the development of the country which the proposal involved.

R. B. COULSON WILL JOIN STAFF OF DOMINION IRON & STEEL CO.

Montreal, Nov. 23.—In January, R. B. Coulson, for a number of years with the Dominion Wire Manufacturing Company, joins the sales department of the Dominion Iron and Steel Company of Sydney, Cape Breton. Mr. Coulson will make his headquarters in Montreal, from which point he will assist J. P. McNaughton, the general sales manager of the company, in marketing the wire products which the concern is getting ready to deliver in the near future.

GAS COMPANIES FORM MERGER.

Chatham, Ont.—By a long projected merger which was completed at Cleveland last week, the entire natural gas interests of Western Ontario pass under the control of Buffalo and Canadian

capitalists, the consolidation representing a capital of \$3,000,000. The companies which have united are the United Fuel Supply Co., the Ridgeway Fuel Supply Co., the Northern Pipe Line Co., the Medina Gas Co., and the Volcanic Oil & Gas Co. The largest stockholders in the first three companies are Buffalo men, including Philip Roth, R. L. Pattinson, P. A. Little, L. B. Willet, and W. C. Barker, who have bought out the interests of former Ohio stockholders. The Volcanic Co., headed by D. A. Coste, supplies Chatham and Windsor. Besides these places, the merger will control franchises for some eighteen cities and towns, including Sarnia, Wallaceburg, Essex, Ridgeway, Blenheim, Thamesville, Brigden, and Dresden.

Though the plans of the merger have not been announced, there is a strong possibility that, with the entire supply in the hands of one concern, the present low prices may be advanced on the expiry of various franchises. This event would probably affect the demand for coal and gas heaters in the localities interested, and thus have a bearing on the local stove trade; as, in the event of an advance in gas prices, quite a few people would doubtless return to coal for heating purposes.

HOCKEY TEAM ORGANIZES.

At a meeting held on Wednesday evening, the 15th inst., of Aikenhead's Ironsides Hockey Team, champions of the Mercantile Hockey League, 1909-1910, the following officers and committee were elected for the coming season:

Hon. President.—T. E. Aikenhead.
Hon. Vice-Pres.—Wm. Martin.
President.—W. J. A. Lytle.
Secretary.—R. W. Taylor.
Treasurer.—G. H. Simpson.
Manager.—R. H. Tew.
Captain.—J. A. Harman
Committee.—J. M. Mackenzie, W. H. Johnston, H. Worth, H. P. Porter, H. A. Thompson.

COLLECTIONS IMPROVING IS WORD FROM WEST.

Montreal, Nov. 23.—Some time ago one of the local hardware manufacturing houses received a letter from its western manager expressing some misgivings as to the collections in Manitoba and the provinces still further west. This week the company has received word from the same man that conditions have improved considerably. There is no fear for the immediate or distant future, he says. But some extracts from the communication are worth giving.

"At the time when writing you, on November 1," the letter says, "everybody was complaining about collections. We have, however, since had some money come in from sources from which we

thought it would be difficult to obtain."

"While we have absolutely no fear for the immediate or distant future of the country, at the same time there is not the slightest doubt but that there is a large quantity of wheat still in the stook, which owing to the intense cold weather which has recently set in, the farmers will find it difficult to thresh."

Another paragraph is of interest as showing the advance made in business methods of late years.

"The difference between our situation to-day and that of 1907," says the writer, "is that to-day a much more careful scrutiny of old accounts, as well as the opening of new accounts is given, and through the medium of the Canadian Credit Men's Association, great dissemination of information takes place. In 1907 there was too much of the gambling spirit shown in the matter of giving credit."

HONORED BY ADVERTISING CLUB.

Winnipeg, Man.—On Friday evening, November 17th, J. J. Foot, Winnipeg, manager of McClary Mfg. Co., was tendered a farewell banquet at the St. Regis Hotel, by the members of the Winnipeg Advertising Club, prior to his leaving for Vancouver, where he will manage the McClary Mfg. Co. in that city.

For the past year, Mr. Foot has been the energetic president of the local advertising club, and under his charge the club progressed rapidly, and rose from a very small proportion to an active and forceful organization, which has before it undoubtedly an enviable career.

The first part of the evening was in the nature of a theatre party, after which the club went to the St. Regis, where the banquet tables were in readiness. The banquet, though very informal, was most enjoyable, and marked an epoch in the history of the club.

Mr. Foot was the recipient of many congratulatory remarks by prominent business men of the city, and in response his remarks were very noteworthy, in that they embodied convincing arguments in favor of the progressive advertising club. Mr. Foot was presented with a sterling silver smoking set, after which he bade farewell to the members present, and left for his new post in Vancouver, B.C.

Mr. Foot has been manager of the McClary Mfg. Co., at Winnipeg, for the past three years, and it is perhaps safe to say that no business man won his way in the hearts of his fellow citizens more readily than did Mr. Foot, by means of his business ability, philanthropic temperament and genial personality.

A. H. Clarke, manager of the McClary Mfg. Co., Calgary, Alta., will succeed Mr. Foot in Winnipeg.

New Hardware Goods

A CHRISTMAS NOVELTY.

As an incentive to the Christmas sales of bird cages, Messrs. E. T. Wright & Co., of Hamilton, have now upon the market two new brass bird cages, at prices which should make them very popular with the buying public.

The idea of a Globular Bird Cage is a comparatively new one, and this cage has not heretofore been produced in Canada, nor sold in the Canadian market. Besides being unique in shape, it is extremely attractive and lends itself to purposes of decoration; and the wide rim on the bottom prevents seed and sand being scattered.

The other cage is of an oblong shape, having a wide flaring rim and a sliding drawer. Both these cages are of solid brass, and have opal seed cups, tin mats and brass-tipped hardwood perches.

They are packed individually in paper cartons, and make ideal Christmas presents, at every reasonable prices.

"U NEEK" MOUSE TRAP.

H. S. Howland, Sons & Co. are showing a new article called the "U Neek" Sanitary Mouse and Rat Traps.

These traps are made of glass, are sanitary, and non-absorbent. It is practically impossible for dust to find room for lodgment, owing to the peculiar construction of these traps, as the illustration shows, when set, the trap rests on one side which is flattened out. The mouse enters to nibble at the bait, and a shield drops over a hole in the lid, thus fastening the mouse in the bottle.



The bottle can then be picked up and held under the tap. There are holes in the lid for the purpose of letting the water through, and there is no possible chance for the rodent to bite the fingers, or unnecessarily alarm even the most timid woman. There is no danger whatever of catching the fingers when setting this trap, and all that is necessary is to shove back the little swing door and

engage the catch. The trap is then ready for use.

Another new item is called the "U Neek" non-heatable kettle handle. This is made of wire and can be attached to any pot or kettle. Owing to its peculiar construction, it does not heat the way the ordinary kettle handle does.

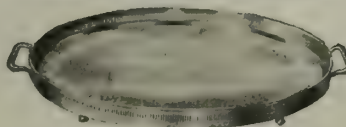
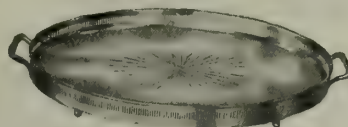
NEW STERNAU GOODS.

Among the latest goods put on the market by S. Sternau & Co., 195 Plymouth street, Brooklyn, are the handsome tea kettles, shown in the accom-



panying illustrations. These kettles are both attractive and serviceable and would be particularly salable for the Christmas trade.

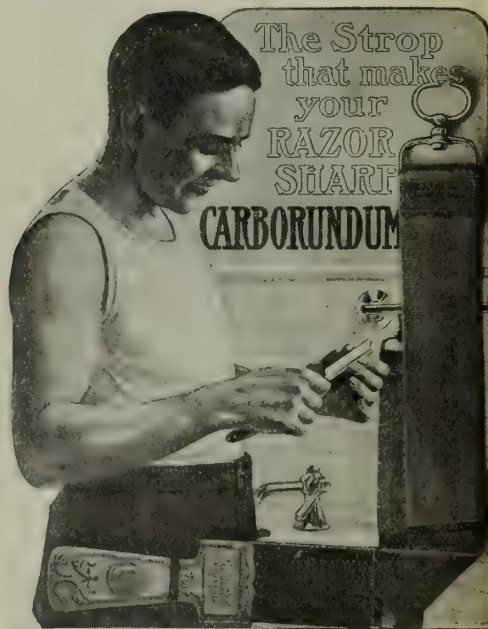
A line of trays has also been put on the market by S. Sternau & Co. The



trays shown in the accompanying illustration are well adapted for Christmas trade. The upper two are of mahogany or mission-finished oak and the lower two are of brass, copper or nickel-plate.

CARBORUNDUM CHRISTMAS PACKAGES.

This year carborundum products are going to be more closely identified with the Christmas trade than ever before, for, as hardware dealers will be glad to learn, several of the carborundum best sellers will be put up in special Christmas packages. The packages will be wrapped in holly paper, tied with attractive holiday ribbon holding a neat little Christmas greeting card, all ready to be sold to some prospective "cheerful giver."



The Christmas packages will be made up of Carborundum razor strops, Alexite razor hones, most useful gifts for the man who shaves himself, Carborundum knife sharpeners in three styles, timely and practical presents for the housewife, Carborundum sportsmen's stones, a handy little stone with which to remember the sportsman friend. These will be all wrapped in separate attractive packages and a combination package will be made up of one Carborundum razor strop and one Alexite hone.

The Christmas package idea will be extensively advertised in the big popular magazines.

Stoves, Furnaces and Cooking Accessories

Handling Stoves for the Christmas Trade

There is no Reason Why a Goodly Number Should Not be Sold During December—Hold a "Household Goods Sale" Early in the Month—Some Ideas for Window Trims and Advertisements.

Propound the question to any hardwareman, "Can you sell stoves around Christmas time?" and he will almost certainly respond with an emphatic negative. It is probably true that the number of sales made around the end of December is comparatively small; but it is also true that this state of affairs exists because in the past, little or no effort has been made to push the sale of stoves.

There is no reason why a certain number of stoves should not be sold as Christmas presents. There is a gradually developing tendency on the part of people to give useful presents and an equal desire to receive gifts of the same nature. The housewife, who has suffered the discomfort all year of an old and faulty range, would appreciate above all else the present of a shiny, brand new cook stove, with its promise of increased comfort and lessened labor for many years to come. That would be a present "worth while," but few men realize how much such a gift would be appreciated.

The same applies to everything connected with the kitchen—kettles, pots, pans, etc. A new supply of these very necessary articles would constitute a present that any sensible woman would appreciate.

The Dealer's Difficulties.

Of course, the dealer who undertook to conduct a stove campaign around Christmas time would encounter difficulties. The question of space confronts the hardwareman during the holiday season. If he is giving as much space as he should to the regular Christmas lines, he will find it a difficult matter to arrange a prominent position for stoves. However, by giving the problem close study and by exercising some ingenuity, he will be enabled to fix things so that the stove department will receive a share of attention at least. In stores where the stove department is separate and distinct, there is no reason why a splendid trade should not be done. Decorate the department with as much care as the rest of the store, keep it lighted up in the evenings, and peo-

ple will not fail to visit that section. If the store arrangements have never included a separate place for stoves, the problem is a more difficult one. It should be possible to set aside a certain amount of floor space for the display of a few of the most attractive lines. Put them well to the back of the store, so they will not interfere with other arrangements; but don't "side-track" them entirely.

A Household Department.

The possibilities of a "household department" have presented themselves to different hardwaremen in the past and the carrying out of the idea has invariably been attended with profit. The idea has been to create a special demand before Christmas for articles of use in the kitchen, not so much for presents as to assist the housewife in preparing for the holiday.

A sale of kitchen utensils—improved cookers, new style cake pans, etc.—should be held fairly early in December. A good window display, a series of snappy advertisements (changed every day) and the interest of the women of the town will be aroused. Here is a suggestion for an advertisement of such a sale:

BE PREPARED FOR CHRISTMAS COOKERY.

To get best results, the latest cooking utensils are needed. Before making the Christmas cake or pudding, call in and see the stock of all the very latest things on the market, that we are showing. A special sale is being held on—

If accompanied with an offer of special inducements, the sale would prove a popular one. The chief advantage derived would be the fact that a great number of women would be attracted to the store. The average household lacks many of the latest articles for the simplification of domestic work—raisin seeders, for instance. All who attended the sale would inspect the stock more or less thoroughly and many articles would be bought, which the purchasers had no

idea of buying when they entered the store.

The window display, arranged in connection with the sale, should include a complete variety of such goods. Each article should have the price clearly marked, with, perhaps, a brief explanatory note printed on the card.

A Stove Window.

Starting from the present time, window displays should all have a Christmas tone. The average store will have probably six Christmas window trims. One, at least, of these should be devoted to stoves. It would be wise to make the stove trim one of the first. This would be advisable for various reasons. In the first place, people would not want to put a stove in just before the holiday. They would prefer to have it installed earlier, so that the benefit would be enjoyed during a part at least of the Christmas preparations. In the second place, no dealer would care to have a large number of installations on his hands during the last few days of the season. His staff is busy enough without that. It would be wise, therefore, to make the bid for stove business quite early in the season so that it could be finished up well in advance.

A Stove Window.

One of the best ideas that the writer has seen in the way of a Christmas stove window was carried out by a Montreal hardwareman last fall. In the corner of the window a range had been placed. In the centre was a low table, spread for dinner and laden with a most bountiful supply of viands. A fat turkey, cranberry sauce, vegetables, plum pudding and mince pies were displayed. Everything shown had a well-done, appetizing appearance, calculated to delight the eye of the lover of good things. Over the table was a sign: "This dinner was cooked on a '—' Range." Another card had been placed on the top of the range, with wording somewhat as follows: "You cannot expect your Christmas dinner to suit you unless you have a good range and suitable cooking utensils. This range is guaranteed to cook everything to a nicety. Be prepared in time. Step in and consult us about our special Christmas rates."

In the opposite corner of the window was a mantel, equipped with all the latest brass fixtures. The display was a very effective one and created a great demand.

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Cash coupons had been sent out with every invitation and this proved an effective lever in clinching sales.

A Varnish Demonstration.

The other feature was a demonstration of the use of varnish for household decorations. I. C. Jones was in charge and he succeeded in interesting all the ladies who called in the possibilities of the brand of varnish carried. The purpose of this demonstration was not so much to make sales as to create interest; but many of the callers were so impressed that they bought some of the

varnish for their homes. A suitable souvenir was presented to all who paid the paint department a call.

A Large Attendance.

The "At Home" had been heavily advertised in addition to the invitations which had been sent out. Half-page space was used to good advantage in the daily papers, a direct appeal being made to the "Ladies of Saskatoon." The attendance on each of the three days, as a result was large and members of the fair sex were very largely in the majority. Tea and cake were served on each occasion.

STOVE AND HEATING MARKETS

MONTREAL.

Montreal, Nov. 23.—The severe cold which came during the closing days of last week proved a fine thing for the dealers handling stoves, and caused the shipping departments of the various stove manufacturing houses to rush, somewhat as they did when they were away behind with their orders a month ago. Practically all the lines were in demand, but the call for heaters and furnaces was especially good.

This is the last week of navigation, and the ships are daily carrying good cargoes of stoves and kitchen ware to the head of the lakes. The longshoremen's strike, lasting so short a time, did not put shipments behind greatly, yet some delay and inconvenience was caused.

Still the cartage difficulty exists. A manufacturer was frankly told by one of the railroad forwarding companies that they were 1,200 cars behind. Upon hearing this he hired a motor truck, and thus secured prompt delivery.

Ranges.—Business in this line is not nearly over yet, not even as far as the shipping departments of the manufacturers are concerned. The retailers have not such a stock on hand that they can meet all orders. They are still sending in orders to the manufacturing houses, and shipments have to be promptly made. These orders are being received from all parts of the country, though larger ones come from the West, to which location shipments must be made at once if the cheaper water rate of transportation is to be secured.

Oak Heaters.—The sinking thermometer has brought a corresponding rise in the demand for heaters. Now people are coming to realize that they must have these. Those who have moved into new houses, are beginning to discover their need. The retailers have been meeting a steady demand. Their supplies have become depleted, so they are

after the manufacturers for immediate shipment. "We have had a great many orders," remarked one manager, "but they came when we were in a good position to fill them."

Base Burners.—In the West especially is this line popular. It was to be expected, therefore, that there would be good ordering during the last week. Dealers are anxious to secure a good stock while cheap transportation is still possible. It is likely that the demand for this line will fall off noticeably next week.

Furnaces.—It might have been thought the demand for this product would be nearly satisfied by now. A week ago it did seem that the heavy business was about over, but there has been a strong revival of trade in the last few days. Evidently there are many new buildings not yet equipped with heating apparatus. Indeed so much building was undertaken this year, and the contractors were held up so much for material, that a great deal of work is late. The buildings are being closed in so that operations may be carried on inside all through the winter. Many of these buildings, it is said, must yet be furnished with furnaces. Indeed it seems the demand for this line will not fall off until well into December.

Kitchen Furnishings.—The demand for such goods as may be used at Christmas time, is growing. This comes from all parts of the country. Hardware men are getting ready for the holiday season in time. From the West come large orders for all kinds of kitchen ware. The jobbing houses there, and the retailers too, are anxious to lay in good supplies of the staple lines, while they may yet get them at a low figure.

orders, there is an easier tendency on the stove market. The rush is now over with and, though business will continue for some weeks yet on a good steady basis, the manufacturers are able to meet the demand without much difficulty.

The year has been a record one in most respects. If the estimates of some of the largest firms can be accepted as indicating accurately the general state of trade, more stoves have been sold this year than ever before. Collections have been good, so that, considered from every standpoint, the year can be classed as an eminently successful one.

Ranges.—The manufacturers report that they have pretty well caught up with their orders. Shipments to western points are now small, and, as a result, the bulk of the output of the foundries is being diverted to fill local and eastern requirements. It is possible, as a result, to meet any demands. "We have some orders on our books," said one man, "and every mail brings in more, but we do not anticipate any trouble in the future in looking after our customers. Last week, the business was so heavy that a stringency threatened, but business soon settled down to a steady jog again."

Oak Heaters.—The demand is still seasonably good. One firm made a car load shipment this week, made up almost entirely of oak heaters; which indicates that the dealers are still finding a brisk call for this class of stoves.

Base Burners.—The business in base burners continues reasonably brisk. The dealers have apparently been experiencing a heavy demand, for sorting orders are being received from all sections of the province. One hardwareman placed an order for two dozen base burners this week, reporting that he had sold his last one in stock, and still had a half dozen or so orders ahead. The demand is particularly noticeable for the smaller sizes of base burners.

Furnaces.—The furnace situation is better, but the manufacturers have not yet caught up with their orders. Luckily the weather conditions have been so favorable that a longer period has been allowed for installation. It is said that in many sections, the furnacemen are unable to proceed with a great many of their jobs, owing to the fact that the contractors have not got the buildings in shape. One furnaceman in Toronto reports that he has completed the piping in no less than eleven houses, but will be unable to put the furnaces in for some time, as the cellar floors have not been laid. This tendency is enabling the manufacturers to catch up with their orders, as a great many furnaces ordered for early in November have not yet been needed.

TORONTO.

Toronto, Nov. 24.—Although the colder weather has brought along a rush of

Methods of Retailing Paints and Varnishes

Decorating the House Before Christmas Festivities

Paints and Varnishes are Very Much in Demand for the Brightening of the Interior of Homes—Dealers Should Push the Sale of These Lines—Some Methods Which Might be Adopted.

By F. C. Kuhn.

JUST at this season of the year, housewives are thinking a great deal about brightening up their homes in preparation for the festivities of the holidays. There is always more or less housecleaning to be done during these December days so that everything will be cheerful and bright for the home-coming at Christmas. It would never do for the prodigal sons and daughters, whose occupations taken them away from the parental roof, or the guests whose visit has long been looked forward to, to find the floors scratched and marred through the tramping of many feet in and out during the summertime, or the gas fixtures tarnished and the furniture not polished. At perhaps no other time of the year can the aid of paints and varnishes be called to such hurried use as that housecleaning previous to Christmas. This situation offers the dealer an excellent opportunity for pushing the sale of such profitable lines as floor finishes, floor wax, varnishes, furniture polish, gold and aluminum paint, stove pipe enamel, stencils and stencil materials, etc. A fact of which the energetic hardware merchant is well aware.

Now is the time to make the most of this "between season" demand; in fact a campaign could be suggested for increasing the sale of these and similar seasonable goods. The chief difficulty is that during the weeks previous to Christmas, the hardware dealer has so many other things with which to occupy his time that such materials are frequently neglected, when in reality they would quickly respond to a little extra interest and give a profitable account of themselves.

Look Over Stock.

The first thing for the dealer to do is look over his stock and after dusting over such seasonable lines as those suggested above, see that they are neatly arranged on one of the shelves, if possible at the back of the counter so that the eyes of customers will be attracted to them when making their purchases. Then, in your Christmas window see that this line is well represented, or better still, plan a special display of

just those goods that will interest people at the present time. You could letter some cards headed "Seasonable suggestions" and recommend exactly what paint or varnish should be used for finishing a chair or the floor, stove pipes, the kitchen sink, cupboards, etc., telling if possible the approximate amount of material that would be required. In addition to this, give prices so that the passersby who casually glance in your window will go away with the distinct impression that whenever they need information on such affairs, you are the person to visit. The enterprising merchant can easily elaborate on this idea by showing various articles, a section of which has been painted according to the recommendation with the other side in its old condition so that an everyday comparison is easily seen. The value of such a display would mean not only immediate sales but when the busy spring season arrives, people would immediately associate your store with paints and varnishes.

Interior Arrangements.

In the interior of your store you could build a pyramid or other arrangement of cans directing the attention of your customers to it by means of appropriate signs. If you have a portable rack, this is naturally an advantage and it can be put to good use. The whole idea is to suggest to your customers some of the many things they may accomplish by the aid of a can of paint or varnish and a small brush. Most paint and varnish manufacturers are willing to supply their local distributors with enclosing slips which should be included in every package or order being sent out. It is a simple matter to arrange these neatly near the wrapping paper so that one or two can be slipped into every package.

Household Suggestions.

If you are accustomed to do newspaper advertising, a series of household hints or seasonable suggestions or whatever you like to call them, would be interesting to housewives and others. Perhaps the title "Household Suggestions for Busy Housewives" would be a good one. You need not take large space if

there is a daily paper in your town, as about a six-inch double column or a six-inch single column in the larger cities, would serve the purpose. The best plan to follow would be to run one suggestion at a time, keeping in mind the paints and varnishes that are used at this season of the year and also the fact that about Christmas time everybody wants their home to be as inviting and neat as possible only that they are not all aware of the transformations that can be made through the use of paints and varnishes.

TROUBLE OVER GLASS DUTY IS BEING INVESTIGATED.

Montreal, Nov. 24.—It seems that the protests which the glass handlers have made, regarding the recently increased rate of duty upon glass, is to bring speedy results. Already the Minister of Customs has considered the complaint, and has instructed the Trade Commissioner in London, to go to Belgium and make further inquiries. This Trade Commissioner is the man responsible for the present unfortunate position. He is the man who reported the high prices which the Belgians give for glass, as the values upon which the Canadian handlers should pay duty. It is likely, however, that he will now find the true state of affairs.

The glass handlers not only expect to have the rate of duty reduced to its former level, but they expect rebates covering all amounts they have paid, in excess of what would have been given on the old rate.

VALUE OF CATALOGUES AS AN ADVERTISING MEDIUM.

A short time ago a firm of large proportion erected a new building and had intended adding some new departments. The writer called on the buyer on various occasions but was not prepared at the moment to know just what lines his firm had expected to add to their range of merchandise. The traveller said: "We will send you a catalogue in the meantime. Look it over, and should there be any lines you are interested in before I return, write the house for quotations."

A large hotel was being erected in the city referred to, and the manager came around to see what this new store had to offer. After showing the party round the store they took him into their office and asked him to look over the cata-

logue of lines he was interested in. He said: "I will need one gross of that line and one-half gross of this line," and so on through the various catalogues. "Send me your best prices," he said.

However, this particular firm we write of received an inquiry for prices a few days later and after confirmation of prices, secured the order.

The point is this, if the traveller for that firm had not sent their catalogue, they would not have received the order

for this and many other articles, afterwards. So it goes to show that catalogues are good advertising mediums for manufacturers as well as jobbers. Our readers may have had similar opportunities in their way, but did not take advantage of them.

Travellers may be of good assistance to any hardware dealer if he uses them right. Most dealers do, but there are a few exceptions.

TRAVELLER.

Large Demand for Glass Will Continue

Present High Prices Have Not Hurt Trade, Which, According to A. Raymond, of Montreal, has Tripled in Three Years—Prospects are for Fine Building Operations Next Year—This Means Large Orders for Glass—In Anticipating Rise in Prices Lies Dealer's Profit.

Many retail paint dealers are disappointed to see their paint and varnish stock remain idle during the winter months and yet seem to think that conditions cannot be altered. It is an established fact that a great deal of interest can be stimulated in paints and varnishes if the dealer will only go after it in the proper manner, and many merchants whose local competitors overlook this field enjoy a profitable trade around the holiday season in just such lines.

A Sensible Style.

One thing is becoming more and more evident these days, that is that the people of Canada are willing to pay their money for what they want. A rise in price, even though it is a large one, will not deter them from making a purchase.

The present demand for glass shows this. Last week the price soared. But has the ordering decreased? Not in the least. It is as great now as it has been for some time, in spite of the fact that many retailers were wise enough to heed the indications of a rising market, and to lay in a good supply.

General Buying Continues.

But the general buying continues. As a manager of a large glass handling house said: "People want glass badly when they want it. If a window pane breaks it must be replaced. If a new house is being completed, as many still are, there must be a glass placed in the window sashes."

The business in glass is growing every year. A. Raymond, 343 Notre Dame St., Montreal, declares that his business in this line has tripled in three years. Moreover, as far as he can see, there is no likelihood of anything but an increasingly good trade.

Where the Profit Lies.

"The present rise," remarked Mr. Raymond, "is not hurting us. We have been watching the market. We could see that an increase was coming so we laid

in a good stock. That is where the profit lies. It takes some time to follow the markets, but it is time well spent."

Naturally men who deal largely in glass—men who supply the contractors and the ordinary small customer, as well as the large handlers—are anxious to know the demand which there will be next year. They have made careful inquiry. They have noticed the buying of land which is taking place. They have consulted the architects; and as far as the city of Montreal is concerned it is the general opinion that there will be even greater activity next year than there was this. As for the outside districts, and the great West, in which the manufacturers are interested, the word of the trappers has to be taken. They announce that everything points to another banner building year.

A Strange Condition.

In Montreal a somewhat anomalous condition presents itself. The high price of land at once makes building difficult and necessary. Men without means have some trouble getting a property on which to build; but having once acquired this property it is of such value that they cannot well allow it to lie

idle. They must make it earn something. So buildings are being erected on these newly purchased lots—buildings which may be rented for sums which will pay the taxes, the water rates; and which will also pay good interest not only on the investment made for the house, but also for the land on which it stands.

Need of Houses Still Exists.

The need of houses still exists in Montreal. The demand in May—the great moving time—is certain to be good. As long as that condition of affairs exists there will be a great deal of building. Such is the general opinion.

So there will be a strong call for glass. The wholesale handlers and the retailers will therefore need good supplies. Some of the wholesalers have already placed orders for large amounts. These they get on the old rates. They will not be likely to buy more for a time, hoping that the price in Belgium may decline to something more like the old level.

BRUSH WORKS DOUBLING CAPACITY.

T. S. Simms & Co., St. John, N.B., are prepared to greatly enlarge their brush and broom factory. At the present time they employ 230 people in their works, but they have purchased a five-acre site on the outskirts of the city, and will erect there, next spring and summer, a plant with double the capacity of their present factory. The new site is close to the tracks of the C.P. R., and is convenient in every way. The factory which the firm will erect will be of the most modern type.

BUILDING NEW STOREHOUSE.

Montreal, Nov. 23.—A new storehouse, which is being erected for the James Walker Hardware Company, is now nearly completed. It is situated between Walnut and Chestnut streets, Westmount, is 50 x 60 feet in size, and is to be used especially for the housing of tiles and glass.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Nov. 23.—General business has been good of late, even prepared paints, which do not usually sell exceedingly well at this time of year, moving quite briskly. Dealers seem anxious to get a complete stock on their shelves before the winter sets in.

Of course the approaching close of navigation has had a stimulating effect on orders. Several manufacturing concerns report large shipments to the West.

In linseed oil there has been no great change, but there is a promise of an easier condition, which has lead some handlers to advise their customers not to order too largely just now. The prices which have obtained for the past few weeks still are quoted, but sales have been made at a lower figure. Indication are that a drop will occur here before very long.

That the price of prepared paints will drop with the oil is unlikely. Indeed it

Yes, Sir! Every solitary Paint Need you can think of is well and profitably filled by the famous ML Line.

ML Paints—Made just a little better and more carefully than the next best paint—they stand the weather test wonderfully well. It pays to sell paints that last—your customers blame YOU when they don't.

M. Fl. orglaze—A self varnishing finish in solid and transparent colors—that dries glass-hard over night. Has a non-scratchable, brilliant surface. Good for any paint use.

Elas'ilite Varnish—In a class by itself—so good that even amateurs get fine results. Sell it without a doubt that it will give perfect satisfaction, for any varnish use, indoors or out.

THERE'S a good proposition waiting at our office for aggressive dealers. There are samples of all our lines at all three of our depots. Get in touch with us. We are aggressive folk ourselves, believers in advertising and we take care of people who deal with us.

Imperial Varnish & Color Co., Limited

6 to 34 MORSE STREET, TORONTO

108 Princess Street, Winnipeg

524 Beatty Street, Vancouver



**SUPERIOR
QUALITY**

**IMPERIAL
MEASURE**

**PLUS CONSCIENTIOUS CO-OPERATION
MAKE THE**

MINERVA PAINT PROPOSITION

**A MONEY MAKER FOR AGGRESSIVE DEALERS BY INCREASING THEIR BUSINESS
WRITE FOR PARTICULARS**

PINCHIN, JOHNSON AND CO., (CANADA), LIMITED.

377-387 CARLAW AVENUE.

TORONTO, CAN.

is practically certain that no decrease in price will take place for months. The rise in white lead and in zinc will more than offset whatever lower level may be struck for oil. If an increase does not take place before spring, it will be more because there is a natural dread of making such a change than because the rise in price of the raw materials does not justify this.

Glass, even at the higher prices, remains in demand. The people seem in great need of this. Some dealers laid in good stocks preparatory to the rise, but while this must stop their ordering now, no decrease whatever is noticed as a result.

White Lead.—Lead of all kinds is scarce, due to some extent to the lack of production here. English lead is high. Last week a rise was necessary. Another jump will occur with the close of river navigation. It is, therefore, far from unlikely that white lead will again advance.

A scarcity of the white lead is now being felt. A Quebec firm this week ordered five tons of the dry product. Fortunately the concern from which they ordered was able to meet the demand, but the order itself showed that the concern must have been nearly out of the material. Otherwise so large a demand would hardly have been made.

Putty.—Still good orders are being placed, though the gradual decrease in building operations is causing a corresponding decrease in the sale of this product.

Linseed Oil.—Flax seed is moving in Winnipeg now. Some has come to Montreal, and already a little has been ground. As yet this has not greatly relieved the tight market, but it is thought that an easing off is inevitable.

At one firm so strong is the feeling that a decrease will come, that large orders received from the coast were not filled, word being sent that those asking for the shipment had better hold off, buying only what was absolutely necessary, as a lower price level would likely be struck by January.

At present prices are quoted at \$1 for raw and \$1.03 for boiled oil, but at some houses it is said that some sales have been made at a little lower figure.

Glass.—The rise in prices, announced last week, has not had any tendency to reduce the number or size of the orders. With glass it appears to be true that people "want what they want when they want it." Perhaps they realize that there is but a faint hope of any drop occurring for some time. And perhaps they also know that they must order early to be sure of getting the exact size which they want.

The new prices, as generally quoted are:—Star United Inches 25, \$2.65 per

100 feet for first break, second break subject to 40 per cent. discount, and remaining breaks subject to 45 per cent. discount.

Prepared Paint.—The orders being received come from many different parts of the country. Some large orders have come from car companies. This is the kind of business the paint companies particularly like at this season of the year. Generally a healthy movement is reported.

Petroleum.—The rush to deliver the oil is now on. The boats in whatever direction they are bound, bear oil as part of their cargo. Next week when navigation closes, there will likely be a falling off in the size and the number of the orders.

Turpentine.—All is quiet here. The supply is quite equal to the demand. Prices are generally quoted at 68 cents.

TORONTO.

Toronto, Nov. 24.—The paint market is quiet although more business is being done than usual at this time of year. The local jobbers express themselves as fairly well satisfied with the trade with one or two exceptions, who state that business has been dull.

"The fall slump is not far off," declared one jobber. "Our mail orders have been getting fewer right along; and that is the one sure sign of a slackening in demand."

There is a marked shortage in some lines. The glass situation has become critical and stocks are down to "rocky bottom." To further complicate matters, there is a freight congestion in this city. It seems impossible to get deliveries in anything like proper time and, although there are new supplies of glass in the freight sheds, the jobbers are no better off.

Linseed Oil.—The market is a little unsettled, partly owing to the fact that there has not been as much seed coming forward from the North West Territories as had been expected. The difficulty appears to be that there are such large quantities of other grains coming to market that flaxseed has been neglected. There is very little ready for spot delivery and the market price has been almost purely nominal. It is further stated that the estimates of foreign crops are to be regarded with doubt. Under all the circumstances, the Canadian crushers have not had their mills running at full capacity and they are not pushing for orders. There is, as a result, somewhat of a shortage here. The jobbers have found the demand about what might be expected at this season of year. Quotations remain at 97 for raw and \$1.00 for boiled.

Turpentine.—The turpentine demand is not bigger than is to be expected at this time of year. It is a rare thing for much turpentine to be sold during the months of November and December. Consumers buy in small quantities only and the jobbers consequently keep their stocks low. Considering the fact that there is a heavy accumulation of turpentine at Savannah, it does not look as if the price would advance very rapidly this year. In other years, turpentine has reached a very high level during the months of December and January.

Rosin.—The demand seems to be rather better. Speculators at Jacksonville and Savannah are holding the prices firm.

Glass.—The shortage in double diamond has reached a highly critical stage. Here is an instance. On Tuesday a jobber ran short of a certain size and telephoned every glass concern in the city to get a box of that size. He failed utterly, as not one of the other firms was in a position to assist him. In some cases, the supply of glass has reached the varnishing point and there does not seem to be much prospect of relief. The demand is heavy and the supply men are hard put to it to supply their customers.

It is believed that another general advance may be made in the price of lead. In the meantime, local prices are firm.

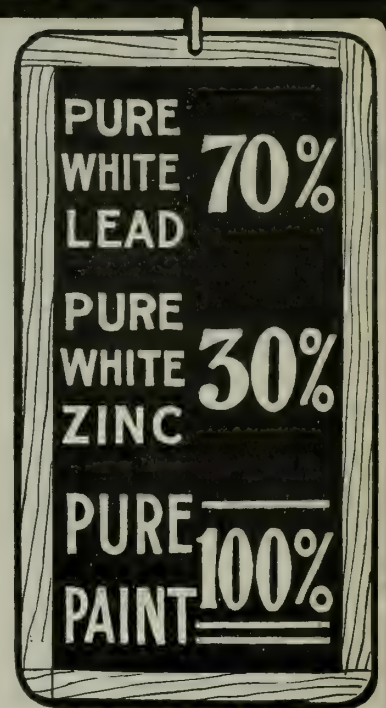
Putty.—Trade is brisk. Supplies are said to be ample, despite the steady demand that has been felt for some weeks back. Prices have remained firm. Standard putty is quoted as follows: Bulk, in casks, \$2.20; in 100-lb. drums, \$2.25; in 25-lb. drums, \$2.65; bladder, in barrels, \$2.75. Pure putty prices remain the same: Bulk, in casks, \$2.50; in 100-lb. drums, \$2.80; in 25-lb. drums, \$2.90; bladder in barrels, \$3.

White Lead.—The demand is not heavy just at present and it would appear that the bulk of the fall trade has been done. The price situation is still very unsettled and another advance would not cause any great measure of surprise. The grinders appear reluctant to take bookings for future delivery; in fact, it is asserted that some absolutely decline to do so. This attitude will be readily understood, in view of the unprecedented advances in pig lead.

Prepared Paints.—Singularly enough, the demand for prepared paints has strengthened up some. The jobbers believe that this is due to the advances in white lead, which have led a great many painters to use the ready mixed article. Quite a healthy amount of business has been done.

Varnishes and Japans.—There is a good demand for all lines of interior paints and stains. In preparation for the holiday demand, dealers are sorting up their stocks.

B-H "ENGLISH" PAINT



The Dealer Knows What He is Selling.

The Guarantee Formula on every can of B-H "ENGLISH" PAINT answers every question.

You can offer your Trade a paint that is absolutely pure—paint made with 70% Pure White Lead, 30% Pure White Zinc, thinned ready for use with Pure Linseed Oil, Turpentine and Dryer.

Now, isn't this just the kind of Paint you would feel safe in using on your own house—then don't you see how much easier it would be to sell more Paint than you ever sold before?

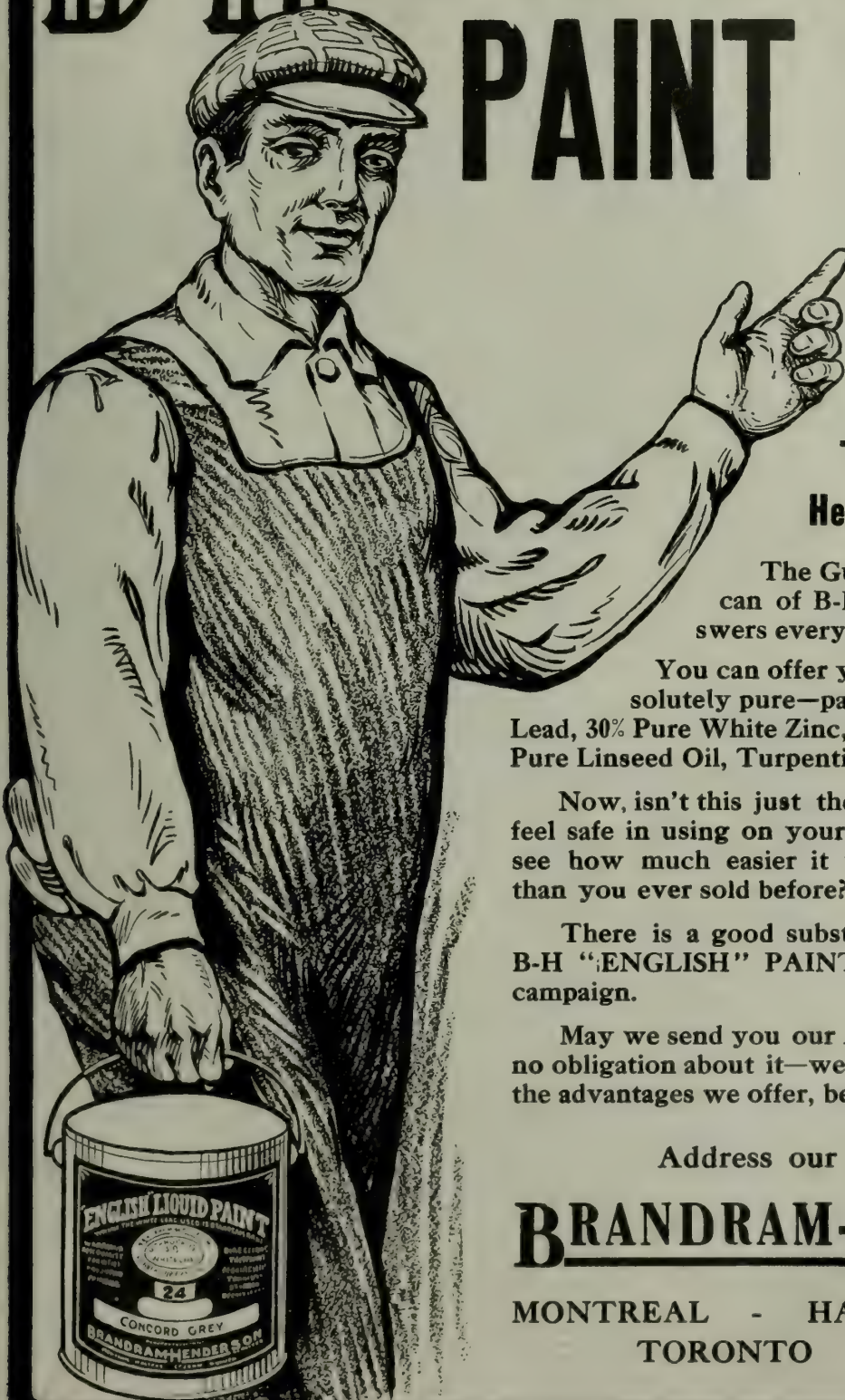
There is a good substantial profit for the Dealer in B-H "ENGLISH" PAINT—and a strong advertising campaign.

May we send you our Agency Proposition—there is no obligation about it—we simply want you to know the advantages we offer, before you buy paint.

Address our nearest office.

BRANDRAM-HENDERSON LIMITED

MONTREAL - HALIFAX - ST. JOHN
TORONTO - WINNIPEG



CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metal ic, 55c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 15c.; Aluminum, 9c.; Mogul, 6c.; No. 3, 4c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoe Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Cosmic, 15c.

BOILER PLATES AND TUBES

Montreal Toronto
Plates, 4 to 1 inch, per 100 lb. 2 20 2 30
Heads, per 100 lb. 2 45 2 45
Tank plates, 3-16 inch. 2 30 2 40
Tubes per 100 feet, 1 1/2 inch. 9 50 9 00
" " 2 " " 8 25 8 50
" " 3 " " 10 10 10 00
" " 4 " " 12 00 12 10
" " 5 " " 15 00 15 30
" " 6 " " 18 25 19 45

BRASS.

Spring sheets, up to 20 gauge. 0 21
Eods, base 1/2 to 1 inch, round. 0 16
Tubing, seamless base, per lb. 0 21
Tubing, iron pipe size, 1 inch base. 0 21
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 65 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2
asin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 55
p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 65
p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65;
patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and
checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62 1/2 p.c.
Kerr copper alloy disc standard globe, angle
and check valves, 62 1/2 p.c.
Kerr standard radiator disc valves, 65 and 10
p.c.; Jenkins disc and quick opening hot
water radiator valves, 75 p.c.
Kerr Weber I.B.E.M. straightway and water
gate valves, screwed and flanged, 62 1/2
and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application
to Jenkins' Bros., Montreal

COPPER

Per 100 lb.
Oasting ingot. 13 75 13 75
Out lengths, round bars, 1 to 2 in. 21 00
Plain sheets, 14 oz., 14x48", 14x60". 23 00
Copper sheet, tinned, 14x60", 14 oz. 24 00
Copper sheet, planished, 14x60, base 31 00
Braziers', in sheets, 6x4. 23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62 1/2 p.c.

IRON AND STEEL

In car lots. Montreal Toronto.
Canadian foundry, No. 1. 19 50
" " No. 2. 19 00
Middlesboro, No. 3 pig iron. 18 00
Summerlee, No. 3. 20 00
Carron, special. 20 00
Carron, soft. 19 75
Cleveland, No. 1. 20 50
Clarence, No. 3. 20 75
Jarrow. 17 75
Glenbrook. 22 50
Radnor, charcoal iron. 32 00
Aysome, No. 3. 18 75
Ferro Nickel pig iron (Soo). 25 00
Steel billets, Bessemer or open
hearth, f.o.b. Pittsburgh. 27 50
Angles. 2 50
Common bar, per 100 lb. 2 35
Forged iron. 2 35
Refined " 2 15
Horsehoe iron " 2 15
Wild steel. 1 95

Sleigh shoe steel. 1 90
Iron finish machinery steel
(domestic). 1 95
Iron finish steel (foreign). 2 25
Reeled machinery steel. 2 85
Tire steel. 2 00
Sheet cast steel. 0 15
Tee oak steel. 0 07 1/2
Mining cast steel. 0 65
High speed. 0 65
Capital tool steel. 0 50
Cammell Laird. 0 15
Black Diamond tool steel. 0 08
Corona tool steel. 0 06 1/2
Silver tool steel. 0 12 1/2

OLD ROLLED SHAFTING
9-16 to 11-16 inch. 0 05
1 to 17-16 " 0 05 1/2
17-16 to 3 " 0 05
Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

Montreal Toronto
10 gauge. 2 30 2 50
12 " 2 30 2 55
14 " 2 30 2 55
16 " 2 30 2 45
17 " 2 30 2 45
18 " 2 30 2 45
20 " 2 30 2 45
22 " 2 35 2 55
24 " 2 35 2 55
26 " 2 35 2 55
28 " 2 40 2 50

CANADA PLATES

Ordinary, 52 sheets. 2 90
All bright, 52 sheets. 3 70
Galvanized—Apollo D. Crown Ordinary
16x24x52. 4 40 4 45
" 60. 4 70 4 75
20x28x80. 8 90 8 70
" 90. 9 40 9 20

GALVANIZED SHEETS (CORRUGATED)
22 gauge, per square. 6 10
24 " " 5 00
26 " " 3 85
28 " " 3 65
Less 10 p.c.

B.W. GALVANIZED SHEETS
Queen's Head de-Lis Crown Gorbals
16-20. 3 60 3 35 3 60 3 60
22-24. 3 65 3 40 3 65 3 65
26. 4 05 3 80 4 05 4 05
28. 4 25 4 00 4 25 4 25
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

'Comet' sheets. 3 65
24. 3 70
26. 3 75
28. 4 00
Apollo brand—Montreal Toronto
24 gauge, American. 3 60 3 45
26 " " 3 85 3 50
28 " (26 English). 4 10 3 85
10 1/2 oz., equal to 28 English. 4 35 4 25

IRON PIPE.
Size (per 100 ft.) Black Galvanized
1 inch. 2 03 2 86
" 2 03 2 86
" 2 63 3 48
" 3 04 4 19
1 " 4 37 6 02
1 1/2 " 5 96 8 21
1 3/4 " 7 15 9 85
2 " 9 18 12 78
2 1/2 " 14 66 21 41
3 " 19 25 28 81
3 1/2 " 26 12 38 62
4 " 29 70 40 50

IRON PIPE FITTINGS.
Canadian malleable, 40; cast iron, 65;
standard bushings, 70; headers, 60; flanged
unions, 65; malleable bushings, 65; nipples,
75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS
Medium and extra heavy pipe up to 6 inch,
70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and
10 p.c.

RANGE BOILERS
30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS
Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30,
\$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.
Gas ranges, 50 per cent.
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—60 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 and 10 and 2 1/2 per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL
Dealers buying prices: Montreal Toronto
Heavy copper and wire, lb. 0 11 0 11 1/2
Light copper bottoms. 0 09 0 09
Heavy red brass. 0 08 0 08
" yellow brass. 0 06 0 06
Tea lead. 0 02 0 02
Heavy lead. 0 02 0 02
Scrap zinc. 0 03 0 04
No. 1 wrought iron. 2 0 10 00

Machinery cast scrap, No. 1 16 00 14 50
Stove plate. 12 50 13 00
Malleable. 9 00 9 00
Miscellaneous steel. 5 00 6 00
Old rubbers. 0 09 0 08 1/2

LEAD.
Montreal Toronto
Domestic (Trail) pig, 100 lb. 4 60 4 50
Imported pig, per 100 lb. 4 85 4 60
Bar pig, per 100 lb. 4 85 4 25
Sheets, 2 1/2 lb. sq. ft., by roll. 5 20 5 00
Sheets, 3 to 6 lb. ft. 4 90 4 75
Cut sheets 4c. per lb. extra.
Out sheets to size, 4c. per lb. extra.

LEAD PIPE
Lead Pipe and Waste, 25 p.c.
Caulking lead, 4c. per pound.
Traps and bends, 45 per cent.

SOLDER.
Per lb. Montreal Toronto
Bar, half-and-half, guaranteed. 0 26 0 25 1/2
Wiping. 0 23 0 24

SHEET ZINC.
5-cwt. oaks. 8 25 8 00
Part oaks. 8 50 8 50

SPELTER.
Foreign, per 100 lb. 7 25 7 25

TIN AND TINPLATES
Lamb and Flag and Straits—
55 and 28-lb. ingots, 100 lb. \$46 50 46 00

Redipped Charcoal Plates—Tinned
M.L.B. Famous (equal Bradley) Per box
I X, 14x20 base. \$7 00
I X, 14x20 base. 8 25
I X X, 14x20 base. 9 50

Raven and Murex Grades—
I C, 14x20 base. 5 00
I X, 14x20 base. 6 00
I X X, 14x20 base. 7 00
I X X X, 14x20 base. 8 00

"Dominion Crown Best"—Double.
Coated, Tinned.
I C, 14x20 base. 7 00 7 00
I X, 14x20 base. 8 25 8 25
I X X, 14x20 base. 9 50 9 50

"Allaway's Best"—Standard Quality.
I C, 14x20 base. 4 50
I X, 14x20 base. 5 25
I X X, 14x20 base. 6 00

Bright Cokes
Bessemer Steel.
I C, 14x20 base. 4 25
20x28, double box. 8 50

Charcoal Plates—Terne.
Dean or J. G. Grade—
I C, 20x28, 112 sheets. 7 50
I X, Terne Tin. 9 00

Charcoal Tin Boiler Plates.
Cookley Grade—
XX, 14x56, 50 sheet box. }
" 14x60, " } 7 00
" 14x65, " }

Tinned Sheets,
72x30 up to 24 gauge, case lots 7 75 7 35
" 26 " " 7 85 7 85

WIRE
ANNEALED OUT HAY BAILING WIRE.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13,
\$4; No. 14, \$4.10; No. 14, \$4.25; No. 15, \$4.50;
in lengths 8' to 11', discount 30 per cent.;
other lengths 30 per 100 lb. extra; if eye or
loop on end add 25c per 100 lb. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, \$4.90; No. 18,
\$3; No. 19, \$2.70; 6 wire solid line, No. 17,
\$4.45; No. 18, \$3.10; No. 19, \$2.80. All
prices per 1000 ft. measure; 6 strand. No. 18,
\$2.60; No. 19, \$2.90. F.o.b. Hamilton,
Toronto, Montreal, London.

COILED SPRING WIRE.
High Carbon, No. 9, \$2.45 in case f.o.b.
Montreal

FINE STEEL WIRE.
Discount 25 per cent. List of extras. In
10-0-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19,
\$6; No. 20, \$6.65; No. 21, \$7; No. 22,
\$7.30; No. 23, \$7.65; No. 24, \$8; No. 25,
\$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11;
No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32,
\$15; No. 33, \$16; No. 34, \$17. Extra net.
Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4;
Nos. 32-34, \$6. Coppered, 75c.; oiling, 10c.;
in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles,
25c.; in 1-lb. hanks, 25c.; in 1/2-lb. hanks, 38c.;
in 1/4-lb. hanks, 50c.; packed in casks or cases,
15c.; bagging or papering, 10c.

HAY WIRE IN COILS.
\$2.35 base f.o.b., Montreal, Toronto, Ham-
ilton and London.

From stock, f.o.b. Montreal—100 lbs.
Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.30
10, \$2.80; 11, \$2.85; 12, \$2.45; 13, \$2.55
14, \$3.15. In car lots straight or mixed.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2 1/2 p.c. off. Other
sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE
No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c
extra; No. 11 gauge, 13c. extra; No. 12 gauge,
20c. extra; No. 13 gauge, 30c. extra; No. 14
gauge, 40c. extra; No. 15 gauge, 55c. extra;
No. 16 gauge, 70c. extra. Add 60c. for coppering
and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c.,
spring wire \$1.25, bright soft drawn 15c.,
charcoal (extra quality) \$1.25, packed in casks
or cases 15c., bagging and papering 10c., 50
and 100-lb. bundles 10c., in 25-lb. bundles
15c., in 5 and 10-lb. bundles 25c., in 1-lb.
hanks, 50c., in 1/2-lb. hanks 75c., in 1/4-lb.
hanks \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.65 per
100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING
Galvanized barb. 2 45
Galvanized, plain twist. 2 75
Car lots and less.
Dominion special fence fencing, 3 1/2 p.c. small
lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, 1/2
in., \$18.80.
Black, 1st grade, 6 strands, 19 wires, 1/2
in., \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES
Galvanized. Plain. 0 40

PAINTS, OILS AND GLASS
BARN PAINT
In barrels, 1-gal. tins. 0 80 0 85
In barrels, 5-gal. tins. 0 80 0 85

RESIN WAX
Per lb. 0 40

CHEMICALS
Sulphate of copper (bluestone). 0 07
Litharge, ground. 0 05
" Baked. 0 05 1/2
Green copperas (green vitrol). 0 01
Sugar of Lead. 0 09

COLORS IN OIL
Venetian red, 1-lb. tins pure. 0 09
Chrome yellow, pure. 0 18
Golden ochre, pure. 0 11
French ochre, pure. 0 09
Chrome green, pure. 0 15
French permanent green, pure. 0 11
Signwriters' black, pure. 0 17
Marine black, 25 lb. tins. 0 05

ENAMELS
Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C.
Co.). 1 80
Cee Pee Co. enamel. 4 50

GLUE
French medal. 0 10
German common sheet. 0 10
German prima. 0 15
White pigfoot. 0 15
Brantford. 0 10
" golden medal. 0 11
" brown sheet. 0 10
" golden sheet. 0 13
" gelatine. 0 22
" white gelatine. 0 20
" white glue. 0 12
" 100flake. 0 10
Perfection amber ground, No. 1230. 0 13
Ground glues at same prices.
Brantford all-round glue, 1-lb. packages, 10c.;
1-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.
Drums, 50 and 100 lbs. 0 18 0 18
Packets, 1-lb., 100 in case. 0 20 0 20
" 1-lb., " " 0 22 0 22
Tins, 1-lb., 100 in case. 0 21 0 21

PARIS WHITE.
In bbls. 0

PIGMENTS.
Orange Mineral, casks. 0 09
" 100-lb. kegs. 0 09 1/2

PREPARED PAINTS.
Per gallon in qt. tins.
Sherwin-Williams paints, base. 2 00
Canada Paint Co.'s pure. 1 75
Globe house paint (Windsor). 1 60
" New Era' house paint (Windsor). 1 85
RnJ. Moore Co.'s "Egyptian" Brd. 1 50
Moore's pure linseed oil, H.C. 1 65
Brandram-Henderson's "English". 1 85
Ramsey's paints, pure. 1 30
Ramsey's paints, thistle. 2 00
Martin-Senour, 100 p.c. pure. 1 30
Senour's floor paints. 1 60
Manie Leaf Paint (Imp. V. & C. Co.)

Orange Mineral, casks. 0 09
" 100-lb. kegs. 0 09 1/2

PREPARED PAINTS.
Per gallon in qt. tins.
Sherwin-Williams paints, base. 2 00
Canada Paint Co.'s pure. 1 75
Globe house paint (Windsor). 1 60
" New Era' house paint (Windsor). 1 85
RnJ. Moore Co.'s "Egyptian" Brd. 1 50
Moore's pure linseed oil, H.C. 1 65
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Ramsey's paints, thistle. 2 00
Martin-Senour, 100 p.c. pure. 1 30
Senour's floor paints. 1 60
Manie Leaf Paint (Imp. V. & C. Co.)

Orange Mineral, casks. 0 09
" 100-lb. kegs. 0 09 1/2

PREPARED PAINTS.
Per gallon in qt. tins.
Sherwin-Williams paints, base. 2 00
Canada Paint Co.'s pure. 1 75
Globe house paint (Windsor). 1 60
" New Era' house paint (Windsor). 1 85
RnJ. Moore Co.'s "Egyptian" Brd. 1 50
Moore's pure linseed oil, H.C. 1 65
Brandram-Henderson's "English". 1 85
Ramsey's paints, pure. 1 30
Ramsey's paints, thistle. 2 00
Martin-Senour, 100 p.c. pure. 1 30
Senour's floor paints. 1 60
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Orange Mineral, casks. 0 09
" 100-lb. kegs. 0 09 1/2

PREPARED PAINTS.
Per gallon in qt. t

BOECKH'S BRUSHES IN COUNTER DISPLAY BOXES

ARE CONVENIENT TO HANDLE AND KEEP THE GOODS IN PLAIN
VIEW OF PROSPECTIVE CUSTOMERS

The Flat Varnish Brushes retail at 5c., 10c., 15c., 20c. and 25c.



The Flat Paint Brushes retail at 20c., 25c. and 30c. The most advantageous way of handling lines suitable for the Householder.

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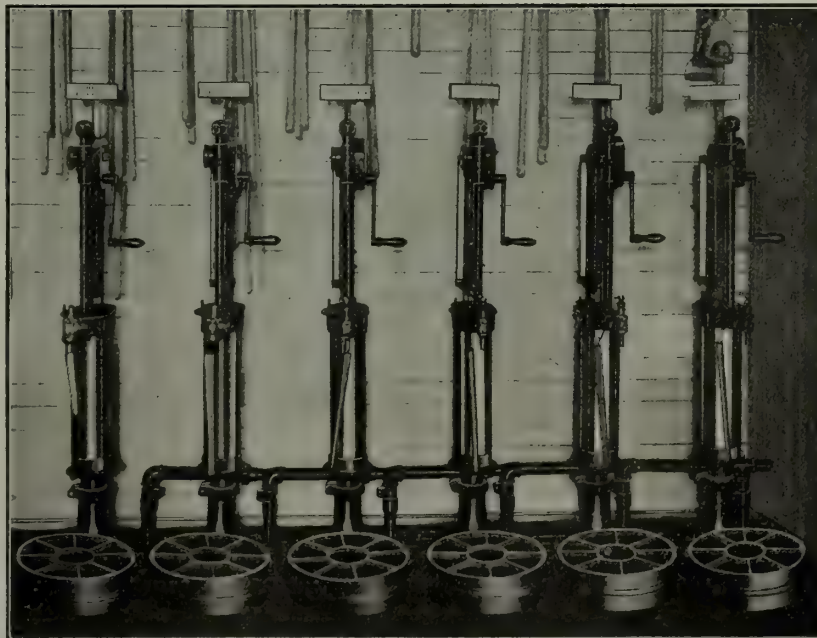
The Boeckh Bros. Company Ltd.

Offices: 8 York Street

Factories: 158 to 168 Adelaide St. West

Toronto, Canada

This is a photograph of an installation made for J. H. Ashdown Hardware Co., Calgary. He will tell you it pays. That is why you should have one. Drop a card for free book No. 15



This system handles Kerosene Boiled Linseed Raw Linseed Turpentine Machine No. 1 Machine No. 2 and it don't waste a drop. That's why it pays.

It's The Way You Handle Paint Oil That Makes Your Profit.

Your competitors are using Bowser Systems in their business. Can you afford to work with less economy than they? The Bowser System will place you on an equal footing. That is why success always follows their installation.

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S. F. BOWSER & CO., Inc.,

66-68 Fraser Ave., TORONTO, ONTARIO

HARDWARE AND METAL

PLASTER OF PARIS		PAINTS, ETC.		SAVETROUGHERS.		
Per barrel.....	2 30	Plain, in bbls.....	0 70	8 inch, in 100 foot lengths.....	2 30	
FINE TAR		Gilders bolted in barrels.....	1 00	10 " " " " " " " " " " " "	3 15	
Half-pint tins, per dozen.....	0 60	HARDWARE		12 " " " " " " " " " " " "	5 25	
PUTTY.		ADDER.		Add extra 10c. per 100 ft. O.G. Round Bead Trough.		
Standard.....	2 20	Carpenters', per doz.....	12 50 14 00	FACTORY MILK CANS.		
Bulk in casks.....	2 55	Plainship,.....	18 30 22 00	Milk cans and pails, 40 p.c.		
100-lb. drums.....	2 55	AXES AND HATCHETS.		Hand delivery and creamery cans, 40 p.c.		
Bladders in bbls.....	2 75	Single bit, per doz.....	6 00 9 00	Railroad and cream cans and taps, 45 p.c.		
RED DRY LEAD.		Double bit.....	10 00 12 00	Creamery trimmings, 75 and 12 1/2 p.c.		
Genuine, 560 lb. casks, per owt 4 75	4 75	Bench Axes.....	6 75 10 00	FACTORIES.		
Genuine, 100 lb. kegs.....	5 25 5 25	Broad Axes.....	22 75 25 00	(common, cork-lined, 35 per cent.		
No. 1, casks, per 100 lbs.....	4 25 4 25	Boys' Axes.....	5 75 6 00	FARMER KNIVES		
No. 1, kegs, per 100 lbs.....	4 75 4 75	Latching hatchets.....	4 70 10 00	Buckworth, 50 p.c.		
REINFORCING STEEL.		Shingle.....	1 45 6 75	FILES AND RASPS.		
In 5-gallon buckets.....	0 75	Claw.....	1 70 5 00	Per cent		
TURPENTINE AND OIL.		Barrell.....	5 50 6 85	Disston's.....	70 and 10	
Can. Prime white petroleum gal.....	0 12	ANVILS.		Great Western, American.....	70 and 10	
U.S. Water white.....	0 13 1/2	faylor-Forbes, prospectors.....	0 05 1/2	Kearney & Foot, Arcade.....	70 and 10	
U.S. Pratt's astral.....	0 15 1/2	Buckworth, per lb.....	0 10 1/2	J. Barton Smith, Eagle.....	70 and 10	
Castor oil, per lb., in bbls.....	0 08 0 09	AMMUNITION		McClellan, Globe.....	70 and 10	
Motor Gasoline single bbls.....	0 17 1/2	"Dominion" Rim Fire Cartridges and		Black Diamond.....	60 and 10	
Benzine, per gal single bbls.....	0 15 1/2	C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and		Delta Files.....	60 and 10	
Pure Turpentine, single barrels 0 72	0 68	2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and		Nicholson.....	60 and 10	
Wood Turpentine.....	0 60	2 1/2 p.c.; Centre Fire Sporting and Military		Jowett's (English list).....	27 1/2	
Turpentine, second run.....	0 60	Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2		FORGES		
Lime-sed Oil.....	1 00 1 09	p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot		Blacksmiths portable, 135 lbs.....	9 85	
Rosin, "G" grade, bbl. lots, 100 lbs.....	3 25	Cartridges, discount same as ball cartridges,		Dufferin pattern pails, 50 per cent		
VARNISHES.		f.o.b. any shipping point east of Manitoba.		Flaring pattern, 50 per cent		
Carriage, No. 1.....	1 50	Net 90 days.		Galvanized washtubs, 45 per cent		
Pale durable body.....	3 50	"Crown" Black Powder, 30 and 10 p.c.;		GRINDSTONES		
" hard rubbing.....	3 00	"Sovereign" Bulk Smokeless Powder, 30 and		Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10		
Finest elastic gearing.....	3 00	10 p.c.; "Regal" Dense Smokeless Powder, 30		Smaller sizes extra.		
Elastic Oak.....	1 50	and 10 p.c.; "Imperial" Shells, both Bulk and		HAMMERS.		
Furniture, polishing.....	2 00	Dense Smokeless Powder, 30 and 10 p.c.		Tack, iron, doz.....	0 35	
Furniture, extra.....	1 30	Empty Shells, 30 and 10 p.c. 90 days net.		Ladies claw, handled, doz.....	0 60	
No. 1.....	0 90	Ordinary drop shot, AAA to dust \$7.50 per		Ladies eye nail hammer, 100, doz.....	1 25	
union.....	0 90	100 lbs. Discount 25 per cent; cash discount.		" hickory handle, 1 lb., doz.....	6 25	
Light oil finish.....	1 35	2 per cent, 30 days; set extras as follows		" straight claw, 1 lb., doz.....	7 00	
Gold size Japan.....	3 00	subject to cash discount only; Chilled, 40 c.;		Farmers hammers, 10 oz., doz.....	5 00	
Turps brown Japan.....	1 60	buck and seal, 80c.; No. 28 ball, \$1 20, per 100		Tinners setting, 1 lb., doz.....	4 50	
No. 1 brown Japan.....	1 10	lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B.		Machinists, 1 lb., doz.....	3 20	
Baking black Japan.....	1 35	Montreal, Toronto, Hamilton, London, St.		Sledge, Masons, 5 lbs. and over.....	0 05	
No. 1 black Japan.....	0 95	John and Halifax, freight equalized.		Sledge, Masons, 1 lb. and over.....	0 05	
Benzine black Japan.....	0 75	AUGERS AND BITS		Sledge, Napping, up to 2 lbs.....	0 05	
Crystal Damar.....	2 50	Ford's auger bits.....	30 and 10	HARVEST TOOLS.		
No. 1.....	2 35	Irwin's auger.....	47 1/2	50 and 5 per cent.		
Pure asphaltum.....	1 40	Gilmour's auger.....	60	Sidewalk and stable scrapers, net, \$2.35.		
Oilcloth.....	1 50	Rockford's auger.....	50 and 10	Wood hay rakes, 40 and 10 per cent.		
Lighting dryer.....	0 85	Gilmour's car.....	47 1/2	Lawn mowers, net.		
Mastiffine varnish.....	2 25	Clark's expansive.....	40	HALTERS (SNAP AND RING)		
Copalline varnish.....	2 25	Jennings' Gen. auger, net list.		Jute Rope, 1-inch.....per gross.....	8 00	
Grass " " fish.....	2 25	BARN DOOR HANGERS.		" " " " " " " " " " " "	13 50	
Jamieson's floor enamel.....	1 75	Stearns wood track.....	4 50 6 00	Leather, 1-inch.....per doz.....	0 00	
Sherwin-Williams opal varnish		Zenith.....	9 00	Leather, 1 1/2 ".....	5 20	
Canada Paint Co's sun varnish		Atlas, steel covered.....	5 00 6 00	Web.....	4 45	
" " " " " " " " " " " "		Perfect.....	8 00 11 00	SISAL HALTERS (SNAP AND RING)		
" " " " " " " " " " " "		New Mble, flexible.....	6 00	1-in. \$9.00; 7-16-in. \$10.20 1-in. \$11.40		
" " " " " " " " " " " "		Double strap hangers, doz. sets.....	6 50	9-16-in. \$13.25; 1-in. \$15.00		
" " " " " " " " " " " "		Standard jointed hangers, ".....	6 45	HINGES		
" " " " " " " " " " " "		Steel King hangers.....	6 40	Blind, discount 50 per cent.		
" " " " " " " " " " " "		Storm King and safety hangers.....	6 25	Heavy T and strap, 2-in 100 lb. net.....	7 35	
" " " " " " " " " " " "		Storm King rail.....	4 25	5-in. ".....	7 00	
" " " " " " " " " " " "		Crown.....	4 35	" " 6-in. ".....	7 05	
" " " " " " " " " " " "		Oreocent.....	6 50	" " 8-in. ".....	8 50	
" " " " " " " " " " " "		Sovereign.....	7 25	" " 10-in. and larger.....	8 25	
WINDOW GLASS		Chicago Friction, Oscillating and Big Twin		Light T and strap, discount 65 p.c.		
Size United		Hangers, 5 per cent.		Screw hook and hinge—		
Inches.	Star	Steel, track, 1 x 3-16 in. (100 ft.).....	3 25	under 13 n.....per 100 lb.	4 00	
Under 26.....	\$4 85	BARN DOOR LATCHES		over 13 in.....	3 50	
26 to 40.....	4 65	Challenge, dose.....	2 35	Orate hinges and back flaps, 65 and 5 p. c.		
41 to 50.....	5 10	Defiance, dosen.....	2 75	Chest hinges and hinge hamps, 65 p.c.		
51 to 60.....	5 35	Ford dosen.....	7 50	HINGES (SPRING)		
61 to 70.....	5 75	BELLS		Spring, per gross—No. 5, \$16.10; No. 10,		
71 to 80.....	6 35	Door bells, push and turn, 45 and 10 p.c.		\$16.10; No. 20, \$9.50; No. 50, \$17.58; No.		
81 to 85.....	7 00	Cow bells, 65 p.c.		51, \$7.78; No. 120, \$16.10.		
86 to 90.....	6 50	Sleigh bells, shaft and hames, pair, 22c up.		Screen door sets—No. 2250, \$14.95; No. 2260,		
91 to 95.....	17 50	Sleigh bells, body straps, each, \$1.15 up.		\$19.56; No. 2275, \$21.85; No. 1192, \$19.55.		
96 to 100.....	20 60	Farm bells, No. 1, \$1.65.		Chicago hold back screen door, iron, gr. \$12		
Toronto, 30 p.c. to 90 and 5 p.c.		BELTING.		Chicago spring hinges, 15 p.c.		
WHITE LEAD GROUND IN OIL. Per 100 lb		BIRD CAGES.		Triplex spring hinges, 40 p.c.		
Montreal	Toronto	Brass and Japanned, 40 p.c.		Chicago surface floor (6,000), 45 p.c.		
Munro's Select Flake White.....	6 90	BOLTS AND NUTS		Garden City fire house hinges, 12 1/2 p.c.		
Elephant Genuine.....	6 90	Carriage Bolts, common new \$1 list	Percent	"Chief" floor hinge, 50 p.c.		
Moore's Pure White Lead.....	6 90	" " " " " " " " " " " "	70	HOOKS		
Lily Pure.....	6 30 6 90	" " " " " " " " " " " "		Wrought iron hooks and staples—		
Tiger Pure.....	6 30 6 55	" " " " " " " " " " " "		1 x 5.....per gross.....	3 25	
Monaroh (Windsor).....	6 50	" " " " " " " " " " " "		6-16 x 5.....	3 40	
Essex Genuine (Windsor).....	6 90	Extra, 60, 10 and 10 per cent.		Bright wire screw eyes, 60 p.c.		
Brandram's B.B. Genuine.....	7 75 7 90	Standard, 60, 10, 10 and 10 per cent.		Bright steel gate hooks and staples		
"Anchor" pure.....	6 30	No. 1, not wider than 6 in., 60, 10 and 10		Iron screw hooks, 60 and 20 p.c.		
Ramsay's Pure Lead.....	6 30 6 90	Agricultural, not wider than 4 in., 75 per cent		Iron gate hooks and eyes 60 and 30 p.c.		
Ramsay's Exterior.....	5 80 6 40	Lace leather, per side, 80c.; out laces, 85c.		Oreosent hat and coat wire, 60 per cent.		
C.P. Co.'s Decorators' Pure.....	6 30 6 90	BIRD CAGES.		Stove pipe eyes, kitchen and square hooks		
Crown and Anchor, pure.....	6 50 6 65	Brass and Japanned, 40 p.c.		60 p.c.		
Island City Decorators' Pure.....	6 50 6 65	BELTING.		HORSE NAILS.		
Western Schedule.		Extra, 60, 10 and 10 per cent.		M.R.M. cold forged process, list 3rd January,		
Terms—2 p.c. 30 days or net 3 months from		Standard, 60, 10, 10 and 10 per cent.		1910, \$2.80 per box base No. 9 and larger.		
date of shipment. Packages 25 lbs. and over.		No. 1, not wider than 6 in., 60, 10 and 10		Capwell brand, quotations on application.		
600-lb. kegs, 15c per lbs. lower. Delivery		Agricultural, not wider than 4 in., 75 per cent		HORSEHOES.		
F.O.B. Toronto or Hamilton; London, 5c per		Lace leather, per side, 80c.; out laces, 85c.		Iron shoes, light, medium and heavy, No.		
100 lbs. extra. Contracts as required until		BIRD CAGES.		2 and larger, \$3.30; No. 1 and smaller, \$4.15;		
15th May, 1911.		Brass and Japanned, 40 p.c.		snow pattern, No. 2 and larger, \$4.15; No.		
WHITE SINO (DRY).		Machine Bolts, 7-16 and up.....	60	1 and smaller, \$4.40; "X.L" steel shoes, new		
Extra Red Seal, V.M.....	0 07 1/2	Machine Bolts, 7-16 and up.....	60	light pattern, 1 to 6, No. 2 and larger, \$4.35;		
WHITE SINO IN OIL.		Machine Bolts, 7-16 and up.....	60	No. 1 and smaller, \$4.80; "X.L" steel shoes,		
Pure, in 35-lb. tins.....	0 10	Machine Bolts, 7-16 and up.....	60	heavy weight, pattern all sizes, No. 0 to 4,		
No. 1 " " " " " " " " " " " "	0 07	Machine Bolts, 7-16 and up.....	60	\$5.75; special countersunk steel, all sizes,		
No. 2 " " " " " " " " " " " "	0 05 1/2	Machine Bolts, 7-16 and up.....	60	0-4, \$6.25; toe weight steel shoes, all sizes,		
WHITE SINO IN OIL.		Machine Bolts, 7-16 and up.....	60	No. 1 to 4, \$6.75. F.O.B. Montreal.		
Pure, in 35-lb. tins.....	0 10	Machine Bolts, 7-16 and up.....	60	Toconika Standard, J.P. & Co., "Blunt" No.		
No. 1 " " " " " " " " " " " "	0 07	Machine Bolts, 7-16 and up.....	60	1 and smaller, \$1.50; No. 2 and larger, \$1.25.		
No. 2 " " " " " " " " " " " "	0 05 1/2	Machine Bolts, 7-16 and up.....	60	"Sharp" No. 1 and smaller, \$1.75; No. 2 and		
WHITE SINO IN OIL.		Machine Bolts, 7-16 and up.....	60	larger, \$1.50 per box. Put up in 35-lb. boxes.		
Pure, in 35-lb. tins.....	0 10	Machine Bolts, 7-16 and up.....	60	HORSE WEIGHTS.		
No. 1 " " " " " " " " " " " "	0 07	Machine Bolts, 7-16 and up.....	60	faylor-Forbes, etc.		
No. 2 " " " " " " " " " " " "	0 05 1/2	Machine Bolts, 7-16 and up.....	60	ICE CREAM FREEZERS		
WHITE SINO IN OIL.		Machine Bolts, 7-16 and up.....	60	White Mountain, 5 c. per lb.		
Pure, in 35-lb. tins.....	0 10	Machine Bolts, 7-16 and up.....	60			
No. 1 " " " " " " " " " " " "	0 07	Machine Bolts, 7-16 and up.....	60			
No. 2 " " " " " " " " " " " "	0 05 1/2	Machine Bolts, 7-16 and up.....	60			

Amatite ROOFING

A Modern View of the Roofing Question

Tin makes a good roof if you paint it. Canvas makes a good roof if you paint it. Any felt makes a good roof if you paint it. Even paper makes a good roof if you paint it. But Amatite makes a good roof if you *DON'T* paint it. On a painted roof, the paint is what gives the real protection. The rest of it has no function except to provide a smooth, unbroken surface with no seams or cracks, to which the paint can be applied. Anything which has strength enough to keep the wind from blowing it away or the rain from beating it in, will be waterproof if you use paint enough.

Amatite Roofing, however, needs no painting. It is a real roofing—a roofing that can be left out in the rain without the slightest damage. The wearing surface is mineral matter embedded into a heavy coating of pitch and never needs painting. We shall be glad to send you a sample of Amatite free of charge if you will send a postal request for it to our nearest office. The sample will show you what the mineral surface is like.

Everjet Elastic Paint a lustrous carbon black paint, very cheap, very durable—for protecting all kinds of metal and wood work.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

ST. JOHN, N.B.

HALIFAX, N.S.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, - HAMILTON,

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.



RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

Works, DON SPEEDWAY

TORONTO

HEINISCH

The above name on TAILOR SHEARS, TINNERS SNIPS, SHEARS OR SCISSORS is your absolute guarantee of the very highest quality obtainable. We have 85 years' experience behind us, and the care taken in the selection of raw materials, together with correct tempering of the blades, have made HEINISCH GOODS the standard for the world. You will gain prestige with every pair of HEINISCH SHEARS you sell.

R. Heinisch's Sons Co.

SOLD BY ALL JOBBERS

Newark, N.J., U.S.A.



HARDWARE AND METAL

KNIVES.

May knives, net list.

Claude, 50 and 35 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 90
Potato mashers, wire, per doz. 0 60 0 70
" wood " 0 50 0 80
Vegetable slicers, per doz. 2 25
Universal meat chopper, No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 and 5 p.c.
Star Al chopper 5 to 32 " 1 35 4 10
" 100 to 108 " 1 35 3 00
Kitchen hooks, bright. 0 60
Toasters, 50 p.c.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS.

5 to 6 feet, 12c. per foot; 7 to 1 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japaned ware, 45 per cent.
No. 2 or 4 Plain Old Blast. per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japaning, 50c. per dozen extra.
Firm globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN ROSE.

Competition grade lawn rose, 70 and 5.

LAWN MOWERS.

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., \$5.10; 9-in. wheel, 3 knives, 12 in., \$6.75; 9-in. wheel, 5 knives, 12 in., \$7.75, 104-in. wheel, 4 knives, 12 in., \$8.50; 104-in. wheel, 4 knives, 12 in., ball bearing, \$10.00; 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., \$5.10; do., 4 knives, \$6.25, 9-inch wheel, 3 knives, 12 in. sizes, \$6.75; do., 4 knives, \$7.25; 104-inch wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing do., \$10; do., 5 knives, \$10.50. 50 per cent. f.o.b. factory.
Canadian, 45 and 10 per cent.

LOOKS AND KEYS.

LUMBERMEN'S SUPPLIES
Oant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz. 15 00

MATS.

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste, 6 00
Aroline brass cleaner, 100 in package 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, \$6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 16½ cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 34 cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 35 18 00

NAILS.

Wire
1-1½ inch 3 35
1½ inch 3 00
1½-2 inch 2 75
2-2½ inch 2 60
2½-3 inch 2 45
3-4 inch 2 40
4-6, 6, 6 inch (base) 2 35
Cut nails—Montreal, \$2.40; Toronto, \$2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers' ... per 100 lb. 4 50

OILS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gal., per dozen 10 00
Davidson oilers, 40 per cent.
Kino and tin, 50 per cent.
Coopers oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Hollowware, 40 per cent discount
Flatware, stables, 40 and 10, fancy, and 50.
Buttons' "Cross Arrow" flatware, 42½ per cent.
"Singleless" and "Alaska" Nevada silver flatware, 42 p.c.

FINISH WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
9, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitta, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 35 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PLOUGH LINES.

Russian snap per gross 30 00
Indian snap 25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

Boker's 7 50 11 00
" King Outter 15 00
Henckel's 7 50 20 00
Claude automatic safety 27 00
Claude perfect stopper 16 00
Gillette Safety, each 3 75
Claude Razors and Strops, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope 0 08½
Pure Manila rope 0 10½
" British" Manila 0 10½
Cotton, 3-16 inch and larger 0 24
Russia Deep Sea line, ½ in. diam. and over, 15½ under 3 in., 16½
Jute, ½ and upwards, 3c.; under ½, 9c.
Lath yarn, single 0 08
" double 0 8½
Sisal bed cord, 48 feet, per dozen 0 65
Sisal bed cord, 6 feet, per dozen 0 80
Sisal bed cord, 72 feet, per dozen 0 95
Cotton clothes line, 27½ off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine 0 26
" 4-ply twine 0 30
Mattress twine, per lb. 0 45
Staging " 0 35

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURNES.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burns, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burns, 35 and 12½ per cent.
Copper Burns only, 22½ p.c.
Extras on Coppered Rivets, ½ lb. packages 1c. per lb.; ¼ lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 63, 2 foot, doz. 1 15
vory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 80
" No. 50, nickel-plated, " 0 85
" handles, japaned, per gross 8 40
Common, plain, " 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb. 2 25
Sectional, ½ lb. each, per 100 lbs. 2 40
Solid, 3 to 50 lbs. 1 55

SASH CORD.

No. 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 35 per cent.
Diamon's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80
Common doors or 3 panel, grained only, 4-in. style 8 10
Beaver window screens, 14x18, open 28½ inches 1 60
Perfection window screens, 14x15, open 22½ inches 1 80
Model window screens, 14x24, open 32½ inches 2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCOTCH SNATHS.

Canadian, 40 per cent.

SCREWS.

Wood F.H., bright and steel 85 and 10
" R.H., bright 80 and 10
" F.H., brass 75 and 10
" R.H., brass 70 and 10
" F.H., bronze 70 and 10
" R.H., bronze 65 and 10

Drive screws 85 and 10
Set, case hardened 60
Square cap 50 and 05
Hexagon cap 45
Bench, wood, per doz. \$5 00
" iron, per doz. 4 25

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen 0 65 1 00
North Bros., No 30, per dozen 16 80

SCISSORS AND SHEARS.

Claude, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS.

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring, Empire hockey sticks, \$3 00, \$3.50.
Miomac and Rex sticks, \$4.00, \$5.00
Pucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Diston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. \$2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 25 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50
Kureks tinned steel, hooks " 8 00

STAPLES.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 6 75
Blind, per lb. 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS.

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 62
7 inch, " 8 13
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6-inch, common per doz. 1 22
7-inch, " 1 35
Polished, 15c. per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCOTCH.

Washita per lb. 0 25 0 37
Hindostan " 0 06 0 10
" slip " 0 18 0 20
" Axe " 0 10
Deer Creek " 0 10
Deerlick " 0 15
Lily white " 0 42
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe per gross 3 50 5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 80; brush, blued and tinned, bulk, 70 and 10; Swedes, gimps, blued, tinned and japaned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50

trunk nails, black, 65 and 10; trunk nails, tin ned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc gizzards' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 37½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallic, No. 1821 1 95
" Steel, No. 1840, 50 feet 4 25

TROWELS.

Diston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMING.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
H. Wiley & Norton, 40, 10 and 5 per cent.
Vitor, 60 and 5 per cent.
Oneyda Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE).

Out O' Sight Mouse Traps 60
" Rat Traps 1 20
Easy Set Mouse 0 45
" Rat 0 45
Blizzard Mouse Traps 0 45
" Rat Traps 0 45
Hold-Fast (formerly Devil) Mouse Traps 0 35
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 90

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs. 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Downs 52 50
New Century, Style A 101 25
Ideal Power 180 00
Daisy 73 25
Stephenson 74 00
Furion Motor 165 00
Connor, improved 52 50
Ottawa 55 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer 180 00
20 per cent.

WHISKEYS.

Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 46 75
Bicycle, 11 inch 60 50
Trojan, 12 inch 100 00
Challenge 3 year, 11 inch 53 25
Ottawa, 3 year, 11 inch 58 25
Favorite, 5 year, 11 inch 61 75
20 per cent.

WHEELBARROWS.

Navy, steel wheel, dozen 31 20
Garden, steel wheel, dozen 33 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in. 0 70
" " 34 in. 1 00
" " 36 in. 1 25
" " neckyokes, 36 in. 1 05
" " doubletrees, 40 in. 0 95
" " lumbermens, 44 in. 1 15

WOOD HANDLES.

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, and 36, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES.

Agricultural, 67½ p.c.

WROUGHT IRON WASHES.

Canadian 50 per cent.

WINDOW GLASS AGAIN.



As advised in this column for a month past, the expected rise in the price of window glass has taken place. Some dealers overlooked our advice and did not order. Our advice again is to put in what stock will be required, as glass may quite easily be advanced again if the demand keeps up and the foreign markets continue firm. The demand on the foreign markets for glass is so heavy that the makers are in quite an independent mood and high prices are in view for a good while to come.

We have on hand a good stock of our well-known brand of

STAR DIAMOND DOUBLE GLASS

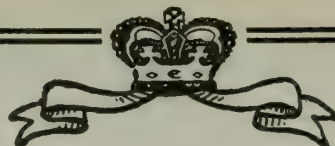
also Enameled, Rolled, etc., etc., but these stocks will rapidly be depleted as soon as navigation closes. Order now.

A. RAMSAY & SON CO.
MONTREAL

Established
1842

Glass
Importers

Trade Mark



Reg'd 1877

"DOMINION"

"The Crown of Quality"

Galvanized Canada Plates

"DOMINION CROWN" work up quicker and easier than ordinary brands.

Have your jobber supply them

A. C. LESLIE & CO., LIMITED
MONTREAL

Sell Your Customers the Best Paints And Gain Their Confidence

Stephens

PURE READY MIXED PAINTS

are made from pigments that are purchased in the best market in the world, and combining them with Pure Manitoba Linseed Oil, using the latest and most up-to-date mills and mixers, we are enabled to turn out a class of paints that cannot be equalled by any other house in Canada.

The sales we make are a practical evidence of their excellence, having increased nearly ten times during the past ten years.

Give them a trial—we back you with our ironclad guarantee.

A post card brings detailed information. Write for it to-day.

G. F. STEPHENS & CO.
LIMITED

WINNIPEG

CANADA

Branch at Calgary, Alta.

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Hero Mfg. Co., Philadelphia		Chaplets	Wm. Keating, Toronto
Northern Aluminum Co., Toronto		S. Cheney & Son, Manlius, N.Y.	Door Hangers
Ammunition	Star Expansion Bolt Co., New York	Churns	F. E. Myers & Bro., Ashland, Ohio
Dominion Cartridge Co., Montreal	Brushes	Connor, J. H., & Sons, Ottawa, Ont.	Richards Wilcox Mfg. Co., Aurora Ill
Remington Arms Union Metallic Cartridge Co., New York	Boeckh Bros. Co., Ltd., Toronto	Cummer-Dowsell Ltd., Hamilton, Ont.	Drills, Brick and Stone
Anchors, Star Screw	Stevens-Hepner Co., Port Elgin	Maxwell, David, & Sons, St. Mary's, Ont.	Star Expansion Bolt Co., New York
Star Expansion Bolt Co., New York	Burners	Clippers—All Kinds	Drills—High Speed
Animal Traps	Ontario Lantern and Lamp Co., Hamilton, Ont.	American Shearer Mfg. Co., Nashua, N.H.	Alexander Gibb, Montreal
Oneida Community Ltd., Oneida, N.Y.	Builders' Tools and Supplies	Chicago Flexible Shaft Co., Chicago	Drinking Cups
Auger Bits	Canada Wire & Iron Goods Mfg. Co., Hamilton	Clocks	Hero Mfg. Co., Philadelphia
Ford Auger Bit Co., Holyoke, Mass.	Canoverhill, Learmont & Co., Montreal	The Western Clock Mfg. Co., La Salle, Ill.	Dry Batteries
Babbitt Metal	Frothingham & Workman, Ltd., Montreal	Clothes Line Reels	Canadian Carbon Co., Toronto
Canada Metal Co., Toronto	Howland, H. S., Sons & Co., Toronto	Corbett Foundry & Machine Co., Owen Sound	Canadian National Carbon Co., Toronto
Frothingham & Workman, Ltd., Montreal	Lewis Bros., & Co., Montreal	Clothes Reels and Lines	Emery or Corundum Wheels
Magnolia Metal Co., Montreal	Lufkin Rule Co., Saginaw, Mich.	Cummer-Dowsell, Ltd., Hamilton	The Carborundum Co., Niagara Falls, N.Y.
Tallman Brass & Metal Co., Hamilton	North Bros. Mfg. Co., Philadelphia, Pa.	Hamilton Cotton Co., Hamilton	Canadian Hart Wheels Limited, Hamilton, Ont.
Bale-ties	Stanley Rule & Level Co., New Britain.	Cummer-Dowsell Ltd., Hamilton, Ont.	Electrical Supplies
Laidlaw Bale Tie Co., Hamilton, Ont.	Taylor-Forbes Co., Guelph, Ont.	American Wringer Co., New York City	Canadian General Electric Co., Toronto
Bar Iron	Cans	Cold Rolled Strip Steel	Standard Paint Co., Montreal
Henry Rogers, Sons & Co., Montreal	Thos. Davidson Mfg. Co., Montreal	The Morris & Bailey Steel Co., Pittsburgh, Pa.	Electric Fixtures
Bar Urns	McClary Mfg. Co., Toronto	Cordage	The Barton-Netting Co., Ltd., Windsor, Ont.
Buffalo Mfg. Co., Buffalo, N.Y.	The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg	Hamilton Cotton Co., Hamilton	Enameled Ware
Bath Room Fittings	Carriers, Cash and Parcel	Plymouth Cordage Co., N. Plymouth, Mass.	Davidson Thos. Mfg. Co., Montreal
Buffalo Mfg. Co., Buffalo, N.Y.	Hamilton Brass Mfg. Co., Hamilton	Cow Ties	The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Belting	Carpet Sweepers	Greening, B. Wire Co., Hamilton	McClary's London, Ont.
Dominion Belting Co., Ltd., Hamilton	Bissell Carpet Sweeper Company, Grand Rapids, Mich.	McKinnon Dash and Metal Co., St Catharines	Ernest Stevens, Ltd., Cradley Heath, England
Sadler & Haworth, Montreal	Carriage Heaters	Oneida Community, Ltd., Niagara Falls	Eavetroughs
Belting, Hose, etc.	Chicago Flexible Shaft Co., Chicago	Cuspliders	Thos. Davidson Mfg. Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto	Carriage Springs and Axles	Buffalo Mfg. Co., Buffalo, N.Y.	McClary's, London, Ont.
Binder Twine	Guelph Spring and Axle Co., Guelph.	Thos. Davidson Mfg. Co., Montreal	The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Consumers Cordage Co., Montreal	Cartridges	The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg	Wheeler & Bain, Toronto
Plymouth Cordage Co., N. Plymouth, Mass.	Dominion Cartridge Co., Montreal	E. T. Wright & Co., Hamilton	E. T. Wright & Co., Hamilton
Bird Cages	Cash Registers	Cutlery—Knives, Scissors, etc.	Escutcheon Pins
E. T. Wright & Co., Hamilton	National Cash Register Co., Toronto	Canoverhill, Learmont & Co., Montreal	The Farmer & Bullock Co., Gananoque, Ont.
Boilers and Radiators	Castings	Crookes, Jonathan, & Son	Fencing—Woven Wire
Pease Foundry Co., Toronto	Corbett Foundry & Machine Co., Owen Sound	Dorken Bros. & Co., Montreal	The Steel Co. of Canada, Ltd., Hamilton
Taylor-Forbes Co., Guelph, Ont.	Cattle and Trace Chains	Frothingham & Workman, Ltd., Montreal	Files and Rasps
Belts and Nuts	Greening, B. Wire Co., Hamilton	Heinisch, R., Sons Co., Newark, N.J.	Barnett Co., G. & H., Philadelphia, Pa.
London Bolt and Hinge Works, London, Ontario	McKinnon Chain Co., St. Catharines	Howland, H. S., Sons & Co., Toronto	Delta File Works, Philadelphia, Pa.
The Steel Co. of Canada, Ltd., Hamilton	Oneida Community Limited, Niagara Falls, Ont.	Hutton, Jas., & Co., Montreal	Diakon, Henry, & Sons, Philadelphia, Pa.
Belts—Expansion	Cement	F. W. Lampplough & Co., Montreal	Nicholson File Co., Port Hope
Star Expansion Bolt Co., New York	Canada Cement Co., Montreal, P.Q.		Simonds Canada Saw Co., Ltd., Montreal
Brass, Sheets, Tubes and Rods	B. & S. H. Thompson & Co., Montreal		Fire Extinguishers
Tallman Brass & Metal Co., Hamilton			The Valor Co. Ltd., Birmingham, Eng.
Brass Goods			Fire Irons
Jas. Carland & Son, Ltd., Birmingham, Eng.			Charles Lindsay, Glasgow, Scotland

QUESTIONS and ANSWERS

- Q. What is your business?
A. I am a paint and varnish dealer.
- Q. Do you sell on a quality or a price basis?
A. Quality only.
- Q. Why?
A. Because quality products always give satisfaction, a satisfied customer comes again and these repeat sales build a successful business.
- Q. Don't cheap paints and varnishes give satisfaction?
A. No. To be good, a paint or varnish must be made of good raw materials properly combined. Cheap paint is always inferior paint.
- Q. But don't many people demand cheap paint and varnish?
A. Yes, and they are always complaining. The less they pay, the more they say, and they seldom buy twice at the same store.
- Q. Is your policy of selling quality paints and varnishes a success?
A. Yes. I have the best trade in my section?
- Q. What brands do you sell?
A. One that has been on the market nearly half a century. The paints, varnishes and colors made by



MONTREAL TORONTO WINNIPEG

300%

Increase in "61" Floor Varnish Sales. This is the result of Pratt & Lambert's three years' advertising, specializing on

"61" FLOOR VARNISH

This Fall they are advertising

VITRALITE

"THE LONG LIFE WHITE ENAMEL"

as well as "61" in most of the great leading magazines in Canada and U. S. "61" will be pushed as hard as before. Vitralite will be pushed as hard as "61" ever was. Buy on a rising market. NOW is the time.

Send for our Dealer's Vitralite and "61" Offer Now.



WINNIPEG

CALGARY

EDMONTON

We Make No Secret

of the composition of

New Era Paint

Here it is Pure White Lead, Oxide of Zinc, Pure Linseed Oil, Turpentine and Turpentine Japan Dryers. Everything needed for a best quality paint and everything of the best quality. "NEW ERA" covers more surface, lasts longer, holds its color better, stands changes of weather and gives a more brilliant finish than any other prepared paint.

WRITE FOR PRICES

Standard Paint and Varnish Works Co.

WINDSOR, ONT.

LIMITED

Knowledge is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

HARDWARE AND METAL

Firearms and Ammunition

Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes

Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co., London

Fire Place Furnishings

The Barton-Netting Co., Ltd., Windsor, Ont.

Charles Lindsay, Glasgow, Scotland

Fish Spears

Bonside Mfg. Co., Plymouth, Mich.

Food Choppers

Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa.

Foot Warmers

Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Forgings

Steel Co. of Canada, Limited, Hamilton

Furnaces, see Stoves

Galvanizing

Canada Metal Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron

W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent

John Lyssaght, Ltd., Bristol, Newport and Montreal

Gas Fixtures

The Barton-Netting Co., Ltd., Windsor, Ont.

Glass

Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto

Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental

Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London

Toronto Plate Glass Importing Co., Toronto

Winnipeg Paint & Glass Co., Winnipeg

Glass, Wired

Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto

Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds

Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Winnipeg Paint & Glass Co., Winnipeg

Glue

The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appleby Bridge, Eng.

Go-Carts, Etc.

Gendron Mfg. Co., Ltd., Toronto

Grindstones

Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns

Harrington & Richardson Arms Co., Worcester, Mass.

Handles

Still, J. H., Mfg. Co., St. Thomas

Hardware Specialties

Taylor-Forbes Co., Ltd., Guelph, Ont.

Hay Unloading Tools

F. E. Myers & Bro., Ashland, Ohio

Hinges

Canada Steel Goods Co., Hamilton,
Cowan & Britton, Gananoque

The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks

Still, J. H. Mfg. Co., St. Thomas

Hooks

Steel Co. of Canada, Limited, Hamilton

Hoop Iron

Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Hoops—Steel and Wire

Laidlaw Bale Tie Co., Hamilton, Ont.

Horseshoes and Nails

Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers

North Bros. Mfg. Co., Philadelphia
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools

North Bros. Mfg. Co., Philadelphia, Pa.

Iron and Steel Bars

Steel Co. of Canada, Limited, Hamilton

Iron Pipe

Steel Co. of Canada, Ltd., Hamilton

Iron Pumps

Aylmer Pump & Scale Co., Aylmer
McDonnell, R. C.

Ladders

Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf

Hamilton Brass Mfg. Co., Hamilton

Lamps—Camp

John Simmons Co., New York City

Lampblack

The L. Martin Co., New York
W. G. Martin Wilkes Co., New York

Lanterns

Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

E. T. Wright & Co., Hamilton

Lawn Mowers

D. Maxwell & Sons, St. Mary's, Ont.

Jas. Smart Mfg. Co., Brockville, Ont.

Taylor, Forbes Co., Guelph, Ont.

S. P. Townsend & Co., Orange, N.J.

Lawn Fencing

Canada Wire & Iron Goods Mfg. Co., Hamilton

Lawn Swings

F. E. Myers & Bro., Ashland, Ohio

Stratford Mfg. Co., Stratford, Ont.

Lighting Fixtures

Jas. Morrison Brass Mfg. Co., Toronto

Belleville Hdw. and Lock Mfg. Company, Belleville

Locks, Knobs, Escutcheons, etc.

National Hardware Co., Orillia

Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools

Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents

Henderson & Richardson, Montreal

McIntosh, H. E., & Co., Toronto

Gibb, Alexander, Montreal

Western Distributors Ltd., Saskatoon

Whitlock & Marlatt, Moose Jaw

Mantels and Grates

The Barton-Netting Co., Ltd., Windsor, Ont.

Metals

Canada Metal Co., Toronto

Caverhill, Learmont & Co., Montreal

Frothingham & Workman, Ltd., Montreal

Gibb, Alexander, Montreal

Leslie A. C. & Co., Montreal

Lyssaght, John, Bristol, Eng.

Magnolia Metal Co., Montreal

Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Sammuel, Benjamin & Co., Toronto

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

Talman Brass & Metal Co., Hamilton

Thompson, B. & S. H. & Co., Montreal

Metal Lockers

Canada Wire & Iron Goods Mfg. Co., Hamilton

Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Siding, Etc.

Galt Art Metal Co., Galt

Metallic Roofing Co., Toronto

Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

John O. Wilson, Ottawa

Metal Store Fronts

Canada Foundry Co., Ltd., Toronto

Corbett Foundry & Machine Co., Owen Sound

Mop Sticks

Tarbox Bros., Toronto

Mop Wringers

White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers

The Bridgeport Hdw. Corp., Bridgeport, Conn.

Nails, Wire

Laidlaw Bale Tie Co., Hamilton, Ont.

Farmer & Bulloch Co., Gananoque

Steel Co. of Canada, Limited, Hamilton

Oilers

Thos. Davidson Mfg. Co., Montreal

Hero Mfg. Co., Philadelphia

The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg

Wright, E. T., & Co., Hamilton, Ont.

Oil Stones

Canadian Hart Wheels, Hamilton, Ont.

Oil Stoves

McClary Mfg. Co., London

Queen City Oil Co., Toronto

Oil Tanks

Bowser, S. F., & Co., Toronto

Corbett Foundry & Machine Co., Owen Sound

Ornamental Iron and Wire

Canada Wire & Iron Goods Mfg. Co., Hamilton

Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes

Berry Bros., Limited, Walkerville, Ont.

W. T. Bigsby & Sons, London, Eng.

Brandram-Henderson, Montreal

Canada Paint Co., Montreal

Dougall Varnish Co., Montreal

Imperial Varnish and Color Co., Toronto

R. O. Jamieson & Co., Ltd., Montreal

Lowe Bros., Ltd., Toronto

Marin-senour Co., Montreal

Moore, Benjamin, & Co., Toronto

Pinchin Johnson Co., Toronto

Pratt & Lambert Inc., Bridgeport, Can.

A. Ramsay & Son Co., Montreal

Sherwin-Williams Co., Montreal

Standard Paint Co., Montreal

Standard Paint and Varnish Works, Windsor, Ont.

W. F. Stephens & Co., Winnipeg, Man.

Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover

Dougall Varnish Co., Montreal

Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals

Canada Wire Goods Mfg. Co., Hamilton

Greening, B., Wire Co., Hamilton

Pig Iron

Steel Co. of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized

Steel Co. of Canada, Limited, Hamilton

Pliers

Smith Hardware Co., Montreal

Poultry Netting

Greening, B., Wire Co., Hamilton, Ont.

John Lyssaght, Ltd., Bristol, Newport and Montreal

Pruning Knives

International Tool Co., Detroit

Pumps

Canada Foundry Co., Ltd., Toronto

R. McDougall Co., Galt, Ont.

F. E. Myers & Bro., Ashland, Ohio

Pumps, Power

Canadian Fairbanks Morse Co., Ltd., Montreal

Putty

Steel Co. of Canada, Limited, Hamilton

Rat Traps

Canada Wire & Iron Goods Mfg. Co., Hamilton

Razors

Gillette Safety Razor Co., Montreal

International Distributing Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Registers

Canadian Heating & Ventilating Co., Owen Sound

Rivets

Steel Co. of Canada, Hamilton

Farmer & Bulloch Co., Gananoque

P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies

Barber Asphalt Co., Philadelphia

Canadian Supply Co., Toronto

Galt Art Metal Co., Galt, Ont.

McArthur, Alex., & Co., Montreal

Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto

Standard Paint Co., Montreal

United Roofing & Mfg. Co., Philadelphia, Pa.

Winnipeg Paint & Glass Co., Winnipeg

Rope

Consumers Cordage Co., Montreal

Independent Cordage Co., Toronto

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield, England

Saws

Atkins, E. C., & Co., Indianapolis, Ind.

Diaston, Henry, & Sons, Philadelphia

Shurley Dietrich Co., Ltd., Galt, Ont.

Richmonds Mfg. Co., Fitchburg, Mass.

Spear & Jackson, Ltd., Sheffield, Eng.

Scales

Aylmer Pump & Scale Co., Aylmer, Ont.

Burrow, Stewart & Milne Co., Hamilton

Frothingham & Workman, Montreal

Screws, Nuts, Bolts

National Acme Mfg. Co., Montreal

Steel Co. of Canada, Limited, Hamilton

Scythe Stones

The Carborundum Co., Niagara Falls, New York

Shears, Scissors

R. Heinish's Sons Co., Newark, N.J.

J. Weiss & Sons Co., Newark, N.J.

Shelf Boxes

Cameron & Campbell, Toronto

Shovels and Spades

Frothingham & Workman, Montreal

Lundy Shovel & Tool Co., Ltd., Peterborough

Sieves and Screens

Canada Wire & Iron Goods Mfg. Co., Hamilton

Silverware

McGlashan, Clarke Co., Niagara Falls

Meriden Britannia Co., Hamilton, Ont.

Oneida Community, Ltd., Niagara Falls

Standard Silver

When you saw
this page—



You recognized the
SHERWIN-WILLIAMS TRADE-MARK—
so will your customers.

So why not take advantage of
this fact?

YOUR business experience has taught you how much easier it is to sell goods *under a familiar name* than goods without a reputation. A purchaser dislikes to give up money for goods which he has never heard of or read about, just as you would dislike to trust a stranger with your money. A well known trade-mark is an assurance and guarantee that the money is safely invested.

The Sherwin-Williams Co. for over 40 years has been building a reputation for quality in paints and varnishes. The "Cover the Earth" trade-mark has been made familiar to *your* customers in a dozen different ways. The Sherwin-Williams name and trade-mark are real and actual helps that have made paint selling

easier for other dealers—let them help you in the self-same way.

**But don't think that the trade-mark
is all we have.**

Under the trade-mark is a complete line of the very sort of household finishes that appeal to the men and women who come into your store—durable paints for their chairs and tables, artistic stains for floors and woodwork, hard-wearing enamels for bedsteads and bathtubs, special finishes for stove pipes and radiators, all put up in small penny lever cans and ready for the brush. S-W Brighten Up Finishes meet an all the year around demand for high class ready-for-use finishes for the home. Let us estimate for you the cost of a small trial stock of these highly profitable specialties to fill that empty shelf. Sit down and write to-day.



THE SHERWIN-WILLIAMS Co.

(OF CANADA, LIMITED)

PAINT, VARNISH AND COLOR MAKERS, LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL,
TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.



Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—

2c. per word first insertion.

1c. per word subsequent insertion.

5c. additional each insertion when Box Number is required.

ADDRESS WANTED

HOLDER OF BOX 580, send street address and we will forward replies. **HARDWARE AND METAL**, Toronto.

BUSINESS CHANCES

DOMINION RIGHTS for new American inventions are often offered ridiculously cheap—merely reimbursing inventors for patent fees expended. Such monopolies afford opportunities. Communicate with **H. D. MacDONALD**, 35 W. Congress, Detroit, Mich. [47]

FOR SALE—Shelf hardware, stoves, ranges, tinware and furnaces, a large plumbing and tinshop in connection with tools and machines. Stock about \$3,000. Ill health reason for selling. **J. D. MURDOCH & CO.**, Simcoe, Ont. [50]

FOR SALE—Smart little hardware business; good turnover; stock about \$4,500. Must be sold quick; owner going West. Box 593, **HARDWARE AND METAL**, Toronto. (39tf)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. **D. FERGUSON**, Tecumseh. (18tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd., Office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B." Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egr Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

AGENTS WANTED

"CLAYBROUGH" GUNS—We shall be pleased to hear from wholesale houses prepared to take sole control of our guns. Kindly name extent of district covered. **CLAYBROUGH AND JOHNSTONE**, Birmingham, England. (47)

SITUATIONS WANTED

FIRST-CLASS SALESMAN with thorough hardware experience can take position at once. **J. T. REEVE**, 971 Logan Ave., Toronto. (47)

COMMISSION LINE WANTED

MANUFACTURERS' AGENT, calling on the hardware, stove and plumbing trade in Ontario, could handle one more line of goods on commission. Satisfactory results guaranteed. Address Box 608, **HARDWARE AND METAL**, Toronto. (48)

TRAVELING SALESMAN WANTED.

A TRAVELLING SALESMAN acquainted with the wholesale and manufacturing trades in the Maritime Provinces, to represent the **MACLEAN NEWSPAPERS**, looking after our advertising in this district. Good position for progressive young man. Apply, stating full particulars, **THE MACLEAN PUBLISHING CO., LTD.**, 702 Eastern Townships Building, Montreal. (51)

HARDWARE

Business, established over 30 years. Eastern Ontario. Best stand and business. Wish to retire. Box 605, Hardware and Metal, Toronto. 49

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FROM NOW TILL THE END OF THE YEAR we offer unusually good bargains in second-hand Typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. **THE MONARCH TYPEWRITER CO.**, Limited, 46 Adelaide Street West, Toronto, Ont.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. **W. J. GAGE & CO.**, Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. **W. J. Gage & Co., Limited**, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. **The National Cash Register Co.**, 285 Yonge Street, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. **Warwick Bros. & Rutter, Ltd.**, King and Spadina, Toronto. (tf)

SITUATIONS VACANT

FIRST-CLASS TINSMITH capable in all departments, including steam heating and plumbing. Must be a hustler and strictly temperate. State experience, age, nationality and salary. **KIDD & CLEMENTS**, Wapella, Sask. (48)

SALESMAN to work on commission in Quebec and Maritime Provinces, also one for British Columbia. To handle a line of sporting goods, such as ball bats, etc.; also a special line of handles. Must have good connection with sporting goods and hardware jobbers, and be able to produce results. Give full particulars of experience and terms. Box 604, **HARDWARE AND METAL**, Toronto. (47)

WANTED—Traveller for wholesale hardware house. Must be experienced. Write, fully stating travelling and former experience. Duties start January 1st, 1912. Good opening for right man. Correspondence strictly confidential. Box 34, **HARDWARE AND METAL**, Winnipeg, Man. (47f).

WANTED—Experienced hardware clerk for large hardware store in Western New Ontario. Must be energetic, temperate, good stock-keeper and salesman. Apply, stating age, experience, qualifications and salary, Box 603, **HARDWARE AND METAL**, Toronto. (47)

WANTED—An experienced salesman to sell heavy and shelf hardware in Prince Edward Island and Cape Breton. Apply, stating salary and experience, to Box 602, **HARDWARE AND METAL**, Toronto. (48)

WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. **MACLEAN PUBLISHING COMPANY**, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, **HARDWARE AND METAL**, Toronto. (24tf)

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Take Steps to take More Money to the Bank

Next to the fun of doing a big business is taking the money to the bank. But the real, genuine satisfaction of it all is in watching your bank balance grow. And that satisfaction can only come to the dealer who satisfies his customers. Every sale must add to that satisfaction or the trips to the bank will be few and far between.

The Martin-Senour Line of Paints

are sending lots of dealers to the bank oftener than they ever went before, and their bank books show that the balances are on the right side of the ledger. You should take steps today to take more money to your bank — the first step in that direction is to write for our proposition which makes all the other steps easy for you.

Get the letter off **now** while the matter is on your mind.

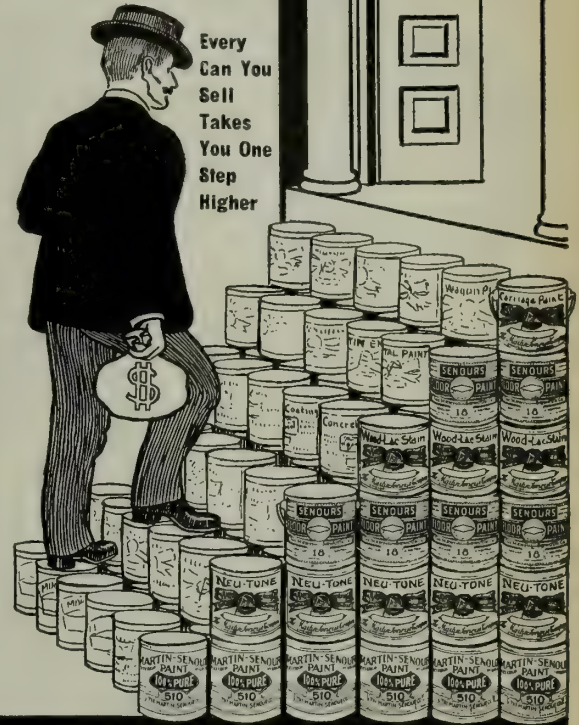
THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

MONTREAL

CHICAGO

WINNIPEG



DOUGALL'S TRANSPARENT WOOD FINISHES

Have very special values, and ones which should not be lost sight of by you, Mr. Dealer. Although they cost a little more per gallon, the fact that they cover a great deal more surface to the gallon than any other varnish on the market, makes them cheaper in the long run.

If you are running a store along the lines of "Satisfaction to your customers," then DOUGALL VARNISHES are a necessity to you. They are a profitable line to handle, and will help the reputation of your store.

Let us send you our booklet "Quality and Economy in Varnish and Varnishing"---a postcard will bring it free by return mail.

The Dougall Varnish Co., Limited

J. S. N. Dougall, President

305 Manufacturers Street,

Montreal

ASSOCIATED WITH THE MURPHY VARNISH CO., U.S.A.

"DELTA" SPECIAL



are made from S. & C. Wardlow's Best English Steel and are very slim and blunt for filing panel and all fine tooth saws.

These files have more teeth to the inch and have sharper edges than other makes so as to leave a clean gullet and a smooth, even tooth on the saw after filing.

The Delta Special File has made good with other dealers and will make good with you—give it a trial.

This trade-mark is our guarantee.



DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Stark, Seybold, Montreal; Wm. Stairs,
Son & Morrow, Halifax.



Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

BUSTER BROWN CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES

Write for Prices

Western Representatives:

JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



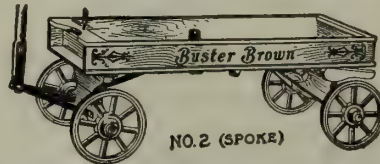
NO. 1 (SOLID)



NO. 1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT

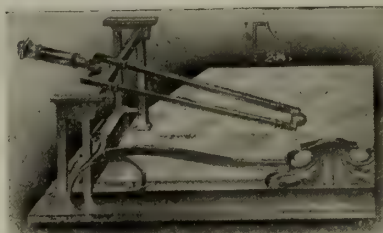


NO. 2 (SPOKE)



NO. 3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited
WOODSTOCK, - ONTARIO



CHARLES LINDSAY,
Rumford Works, 33 Great Hamilton Street
GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper
Kerbs, Fire Irons, Coal Vases, Interior Grates,
Etc., Etc. WRITE FOR CATALOG.

Canadian Representative—H. L. SOPER.
Post Office Box 1975 - WINNIPEG

YOUR CUSTOMERS

would appreciate

JAMIESON'S

LIQUID FLOOR

WAX

The fact that it can be applied with an ordinary varnish brush **appeals to everyone.**

It saves labor, gives a beautiful finish and lasts longer than the ordinary paste wax, and as it is made from hard vegetable wax it does not collect the dust as the ordinary beeswax products do.

A Postcard will Bring You a Sample Tin.

R. C. Jamieson & Co.
LIMITED

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited
Montreal



Publicity that Helps Reduce Your Selling Expense

The Berry Brothers' Trade-Mark Label is so well known that it cuts out a lot of the argument and selling-talk formerly needed to sell good varnish.

It means quicker sales and better satisfied customers.

All varnish labels used to look alike to those outside the trade.

Now there's one that the buying public recognizes at sight. Big space advertising in which the Berry Brothers' Label looms large has helped solve your selling problems.

Berry Brothers' Business Builders

The Big-5 with which every dealer can most easily satisfy the quality-demands of his trade.



For finishing floors in the most durable manner possible.



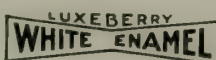
For interior wood-work exposed to severe wear and finished in the full gloss.



For the finest rubbed or polished finish on interior wood-work.



For front doors and all other surfaces exposed to the weather.



The newest and best for finest enameled interior woodwork.

Berry Brothers, Ltd.

The World's Largest Varnish Makers
WALKERVILLE, ONT.

Build Up Your Business

BY HANDLING A
FULL LINE OF

International Varnish Products



They have no superiors and represent the perfected products of 40 years' experience and skill in varnish making.



FLOOR FINISH

is all but imperishable. It won't mar or crack and never turns white under the action of water

Write for full particulars.

All International Products are put up in full Imperial Measure Cans.

INTERNATIONAL VARNISH CO.
LIMITED

Toronto, Winnipeg

Canadian Branch of Standard Varnish Works

New York Chicago London
Berlin Brussels



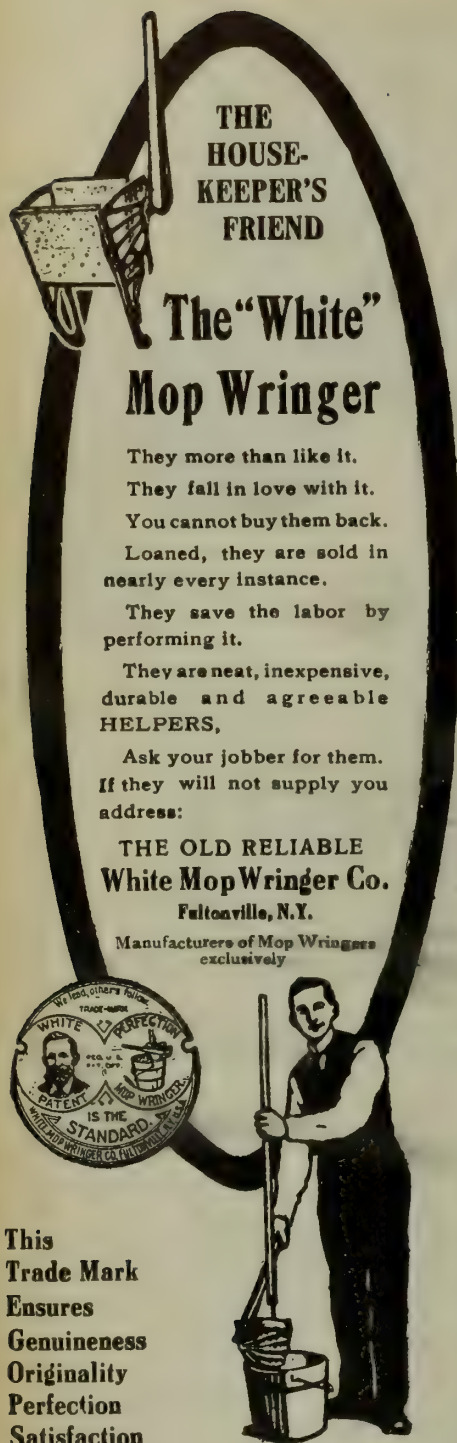
H50

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in nearly every instance.
They save the labor by performing it.
They are neat, inexpensive, durable and agreeable **HELPERS**,
Ask your jobber for them.
If they will not supply you address:

THE OLD RELIABLE White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively



This Trade Mark Ensures Genuineness Originality Perfection Satisfaction



Oakey's

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

Investigate.

The man who looks well over the field before leaping is not likely to be disappointed.

Investigate.

Lowe Brothers "HIGH STANDARD" Paints and selling helps are the result of the genius and study of men who for fifty years have thought paint by day and dreamed paint by night.

Investigate.

There are sound reasons why you should handle "HIGH STANDARD" Paint—reasons why it will be to your profitable advantage. We have an attractive exclusive agency proposition for the right dealer in each town.

Investigate

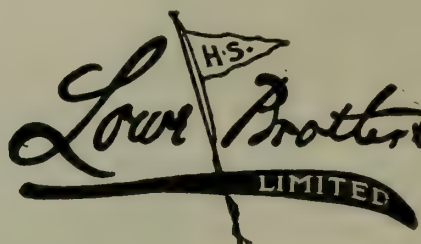
An Eastern Ontario hardware merchant married his business recently to a brand of paint. Two days later our traveler called, and the merchant said, "O! for a Reno, I want a divorce."

Investigate.

Our traveler is headed your direction at this very moment. When he arrives it will be with such an abundance of proof for his proposition that you will congratulate yourself that you looked over the complete paint field before buying.

Investigate!

Let this "ad." worry you.



Paintmakers.

Varnishmakers.

Temporary Office:

261 King St. West, Toronto, Ont.
Dayton, New York, Boston, Chicago, Kansas City.

Moore's Muresco

The steadily increasing demand for this favorite Wall Finish during the 18 years it has been on the Canadian market affords ample evidence of its reliability and quality.

During 1910, in Canada alone, the sales of "MURESCO" increased no less than 35%, but we are not content to stand still! Hundreds of dealers are now stocking and recommending "MURESCO" because of the subdued velvety appearance it produces, but hundreds more are not yet handling it! Are YOU one of these dealers?

MURESCO is a quality preparation right through. It will not peel, crack or rub off, is very economical in use, artistic in appearance, durable and sanitary.

A real good profit-producer for the retailer! Made in white, 16 Tints and 16 Colors.

Write for Color Card and Prices

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK

CLEVELAND

CHICAGO



Other Leading Moore Products are
 "IMPERVO VARNISHES
 MOORAMEL
 TILE-LIKE
 FLOOR PAINT
 SANI-FLAT
 MOORE'S HOUSE COLORS



Do You Want to Buy Something That You do Not Know Where to Get ?

EVERY week Hardware and Metal receives letters from subscribers stating that they are in the market for certain goods, but that they do not know where they can be procured.

They ask us if we can tell them from what source they can procure the wanted articles. This is a service we render cheerfully.

When you become a subscriber to Hardware and Metal this service is part of what you buy.

We have facilities for procuring information about new goods, novelty lines, articles not usually sold in hardware stores but occasionally asked for, etc., and these facilities are at the service of our readers.

We are glad to get these requests for information and no service could be more cheerfully rendered.

HARDWARE & METAL

Montreal

Toronto

Winnipeg

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal—hand fitted valves—air tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write

The
R. McDougall Co., LIMITED
GALT, CANADA



HEADQUARTERS

Sixty-two Years In Business

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A.

L
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An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

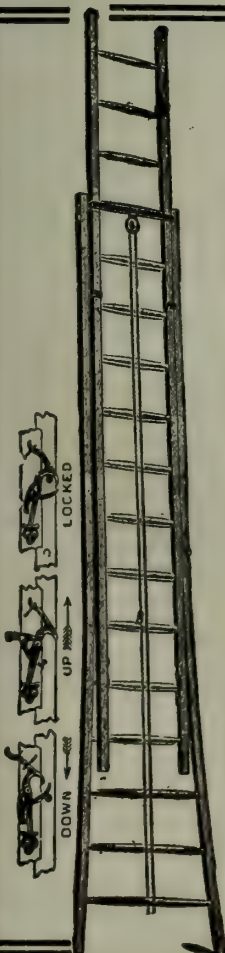
It is the safest and most convenient ladder for painters and contractors, as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The
Stratford Mfg. Co.
Limited
Stratford - - Ontario



The Aylmer Windmill Force Pump



Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co., Limited
AYLMER, :: ONTARIO
WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY

Nicholson-made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

In Canada these are the well-known factory brands made by the Nicholson File Company :—

**"AMERICAN"
"EAGLE"**

**"ARCADE"
"McLELLAN"**

**"GREAT WESTERN"
"KEARNEY & FOOT"**

**"GLOBE"
"J. B. SMITH"**

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

YOUR JOBBER KNOWS!

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

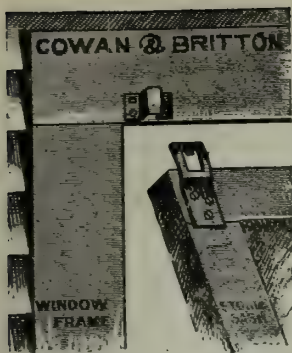


Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¼ to 6¾ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.



We also manufacture high-grade

Builders' Hardware

of every description—hardware that we recommend as the most durable and efficient on the market—hardware that will bring you many repeat orders.

Let us have your inquiry at once.

COWAN & BRITTON
Gananoque, - Ontario.

"Peerless" Hangers and Fasteners

when combined on a storm window form a great convenience that is highly appreciated by every housewife—don't delay—put them in stock at once.



Showing the convenience of the "Peerless"



Sell "Safe-Lock"

the strongest fence made.

Before you order any more fencing, just note the "Safe-Lock"—

it cannot slip.

Strand wires in the "SAFE-LOCK" Fence do not have to lose strength by being kinked—the lock holds without it.

This feature is a great selling point—it means greater strength, greater durability, greater value for your customer's money.

The man who has the "Safe-Lock" Agency in your locality will just naturally get the bulk of the trade.

You be the man—write us for Catalog and Prices Write us to-day.

The Owen Sound Wire Fence Co., Limited

Owen Sound, - - Ontario

Western Agents

Brandon Safe-Lock Fence Co.

Brandon, - - Man.



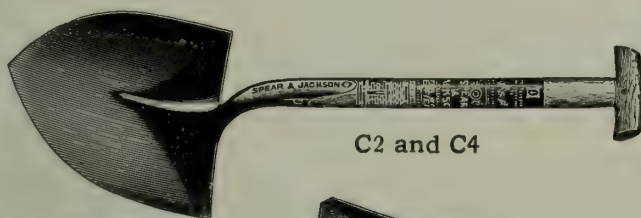
MERMAID

The "Name's The Guarantee" SHOVELS

FOR RAILWAYS AND CONTRACTORS' USE.



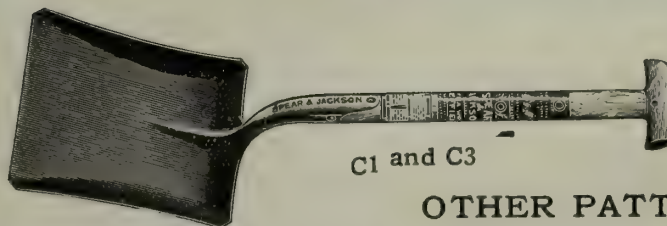
LEAP-FROG



C2 and C4

LONG HANDLES

VARIOUS



C1 and C3

RIVETED HANDLES

OTHER PATTERNS

HIGH SPEED STEEL SAWS, FILES, EDGE TOOLS—THE BEST THAT CAN BE MADE

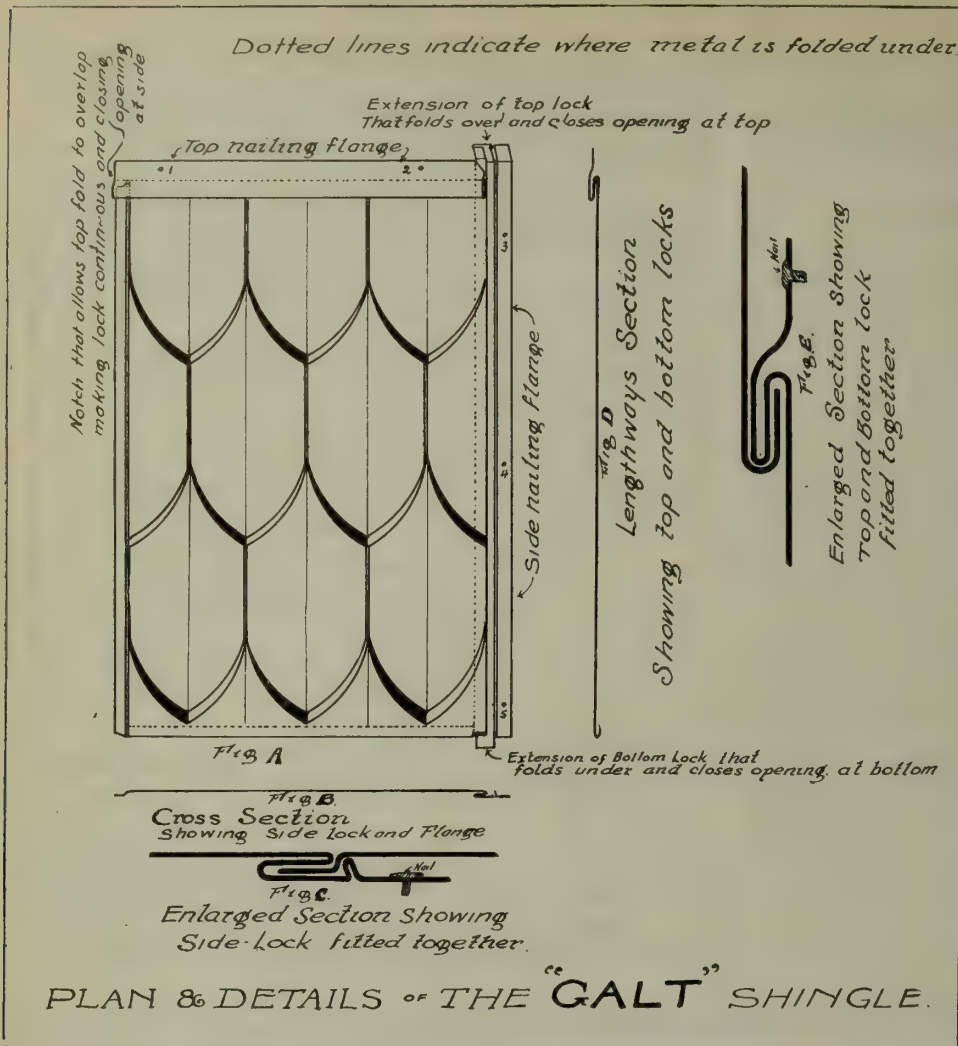
Sole Canadian Representatives—

Henderson & Richardson

Metals and Hardware

Board of Trade Building, Montreal

Spear & Jackson
Sheffield



The "GALT" Metal Shingle

BRINGS REPEAT ORDERS

Customers who have used it insist on having these shingles for their next roof.

It is therefore a desirable line for Hardware men to handle.

**Get our catalogue,
prices, and distri-
buting literature.**

**The Galt Art Metal
Co., Limited**

GALT, ONTARIO

GREENING'S Wire Rope

Are you selling nearly all the wire rope possible in your locality?

Are you aware of the scores of uses for wire rope? Wire ropes are used on derricks, cranes, hay loaders, hoists of all kinds, on all sorts of boats, for stay wire cables, power transmission, etc.

This is a profitable line that it will pay you to push.

SEE OUR CATALOG

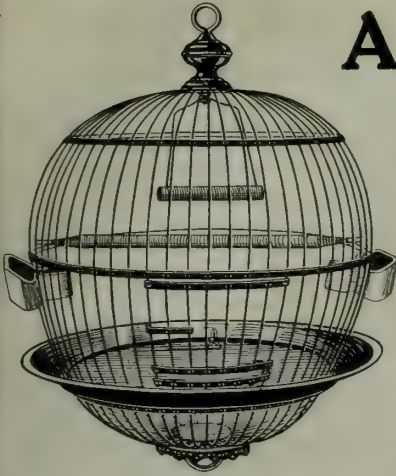
The B. Greening Wire Co.

LIMITED

HAMILTON

MONTREAL

A Christmas Box



that will be fully appreciated will be a carton containing one of these Solid Brass Novelty Cages.

Wide Rimmed Bottoms, Tin Mats, Opal Seed Cups, Brass-tipped Hardwood Perches.

These Cages are PURE BRASS—not plated.

We are introducing them to the Canadian trade for the first time—as Christmas leaders for 1911-12.

No. 1000—Globular, size 12 in. diameter

No. 1100—Oblong, " 11 x 8.

Packed individually in cardboard boxes.



E. T. WRIGHT & CO., Hamilton, Canada.

WINNIPEG AGENTS—Merrick, Anderson Co.
VANCOUVER AGENTS—McPherson & Teetzel.
TORONTO AGENT—F. B. Wilson.

MAPLE LEAF

"Improved Racer" Cross Cut Saw



This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO

and

VANCOUVER, B. C.



It is reported that representatives of certain wholesale firms are offering for sale Razors and other Cutlery with their own special marks, claiming that they are Boker's make. We beg to inform the trade that all H. Boker & Co.'s goods bear their trade mark. We will be grateful if you report to us cases where goods are offered to you contrary to this.

H. BOKER & CO.

P.O. Box 580, Montreal

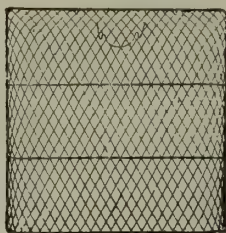
We are Headquarters for
SPARK PROOF FIRE GUARDS.

You will make no mistake in carrying
a stock of our standard sizes of
Spark Proof Fire Guards.

Our line is complete and of the Highest
Quality and
Strictly Up-to-
date. Do not
fail to get our
prices before
ordering.



Send for
illustrated price
list



CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

The Chicago Heat Regulator



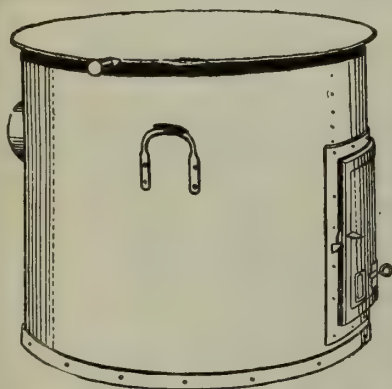
Saves Coal, Health, Time and
Worry—Keeps even temperature
in the House—Profitable line for
the Hardware and Stove Trade—
No stock to carry—30 days' free
trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

**Erie Steel
Feed Cooker**

These cookers are in-
dispensable to farmers,
butchers or stockmen.
Grains that are useless
for other purposes, by the
use of the cookers are
made as valuable as the
best marketable product.
Made in 7 sizes for burn-
ing wood. Nos. 20, 30, 40,
60, 75, 90, 120. Grates for
burning coal supplied
when ordered.



Made by **ERIE IRON WORKS, Limited** ST. THOMAS, ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

METALS

Prompt delivery from stock

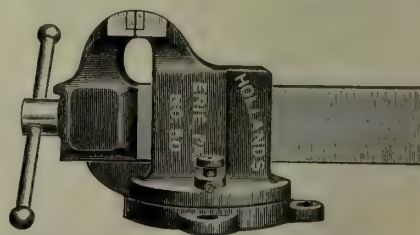
Tallman Brass & Metal Co.
HAMILTON, ONT.

HOLLANDS VISES

Have been satisfactory to the trade for a
quarter of a century. They are unsurpassed
for quality of design, finish and strength.

WRITE FOR
CATALOGUE

HOLLANDS
MFG. CO.
ERIE, PA.



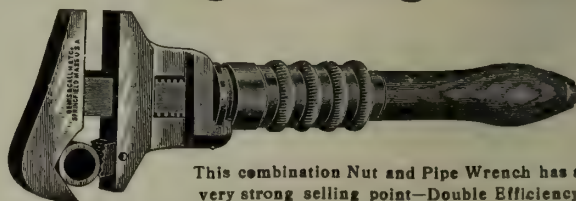
Bolts, Nuts and S. & S. Hinges

We are manufacturers of carriage bolts, machine
bolts, sleigh shoe bolts, tire bolts, plow bolts, track
bolts, coach screws, gate hooks, screw-and-strap
hinges, pole steps, cross arm braces, double-arming
bolts, boiler and bridge rivets, ship spikes, square
and hexagon nuts, washers, drift bolts, special bolts
for dock and wharf construction, etc.



LONDON BOLT & HINGE WORKS
London, Canada

A Strong Selling Point



This combination Nut and Pipe Wrench has a
very strong selling point—Double Efficiency
Its handiness and strength at once appeal to the good mechanic to
save him time and trouble. You can sell a lot of these Wrenches—
make a start by writing to-day for our catalog.



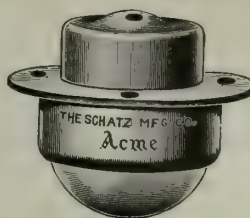
BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.



**There's But One Best in Anything.
In Pliers---IT IS UTICA.**

The only scientifically designed line of pliers and nippers made. The result of careful development to make an absolutely perfect tool. Guaranteed to do its work without breaking and without tiring the workman's hand. The Plier that fits the hand. "THE QUALITY LINE." Write for catalog.

UTICA DROP FORGE & TOOL CO.,
UTICA :: N.Y.
CANADIAN AGENTS:
Smith Hardware Co., Montreal



**"ACME"
BALL BEARING CASTER**

Will make your furniture move easily.

Will not tear your rugs.

Will not break or get out of order.

A Ball--Not a Wheel

The "ACME" is the only ball bearing caster made.

WRITE FOR DESCRIPTIVE MATTER

Smith Hardware Company, Limited
240 Lemoine St., MONTREAL

BLACK JACK

THE BEST FAMILY POLISH MADE



TRY IT.

SOLD BY
ALL
JOBBER

3/4-lb. tins--3 doz. in case.

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for QUALITY and VALUE cannot be excelled.

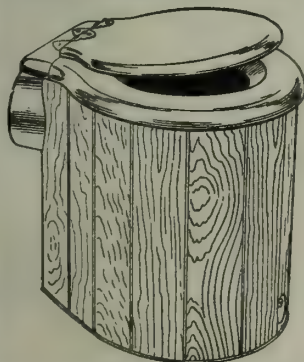
Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs, England

THE SANITATION PROBLEM SOLVED



by the invention and patent of Aerated Sanitary Dry Closet. No waterworks or sewerage required. No polluted matter to be carried out regular. Just as convenient as the flush closet, at a very small cost. The liquids carried off by a small 1/2 gas pipe and run in a hole outside. By the use of a chemical the solids are disposed of. Sold on trial.

Kendrick & Co., Simcoe

WALL PLASTER

PLASTER BOARD--THE COMBINATION
GOOD RESULT LATH.

"Empire" Woodfibre Plaster, "Empire" Cement Wall Plaster, "Empire" Finish Plaster, Gold Dust Finish Plaster, Trowel Plaster of Paris and other Gypsum Products.

Shall we send you plaster literature?

Manitoba Gypsum Co., Limited
WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

CUTLERY

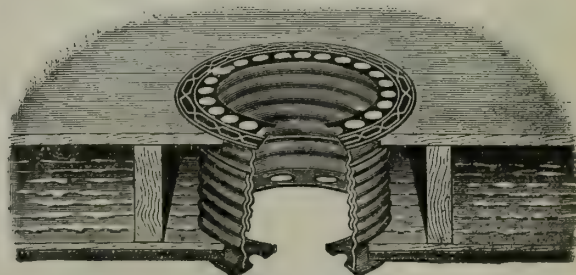
By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DIMAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

MOOSE JAW

Whitlock & Marlatt

Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

BUILDERS' SUPPLIES.

Bell Phone 2633 P. O. Box 267
Bossé & Banks
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies, Machinery and Specialties.
Board of Trade Building
39 St. Paul St., QUEBEC

FILTERS.

ALVO FILTER & STERILIZER
Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
Write for Doctors' Reports on the "Galvo"
"ANTI-SPLASH"
FILTERS Plain or Screw Faucets 25c Write for details.
Anti Splash Filter Co. Owen Sound Ont.

JAS. BISSET & CO.

MANUFACTURERS' AGENTS
260 St. Paul St., QUEBEC, QUE.
Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

FLOOR SPRINGS.

The Best Door Closer is Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shear & Mfg. Co., Boston, U.S.A.
Wiebach & Hilger, Limited, special New York Representatives, 108-110 Lafayette Street

HARDWARE SPECIALTIES.

If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

THE COLLINS MFG. CO. - TORONTO

FLOW CASTINGS.

Castings of all Kinds.

Write us for our list of
Flow Castings.

The Hilborn Co., Ayr, Ontario.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

IRON.

PIG IRON STEEL PLATES, BARS and ANGLES BAR IRON

David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

RIVETS AND STEEL PRODUCTS.

The FARMENTER BULLOCK CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Bolt and Canoe Nails, Esutecheon Pins, Leather Shoe and Overshoe Buckles, Fellow Plates.

FEED COOKERS.



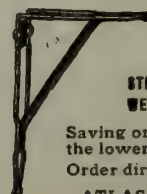
When in need of cookers for boiling feed, just drop a line to

The James Bros. Foundry Co.
PERTH, ONT.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

SHELF BRACKETS.



BRADLEY "METAL CLASP" SHELF BRACKETS

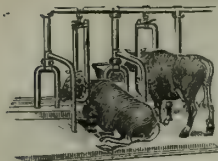
STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn.

HARDWARE AND METAL

STANCHIONS



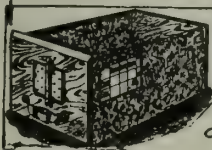
O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear loose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes. Write for Catalogue and Price List. CAMERON and CAMPBELL Toronto.

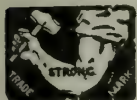
CLOTHES WRINGERS.

The Estate of O. D. COWAN GANANOQUE, ONTARIO

CLOTHES WRINGERS—1 to 3 years' guarantee FLEXIBLE DRAG TOOTH HARROWS

Agents: Assella & McMaster, 207 St. James St., Montreal J. A. Girard, Quebec, Que

TOOL HOLDERS.



AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. Saves all forging 70% Grinding; 80% tool steel. Write for Catalog.

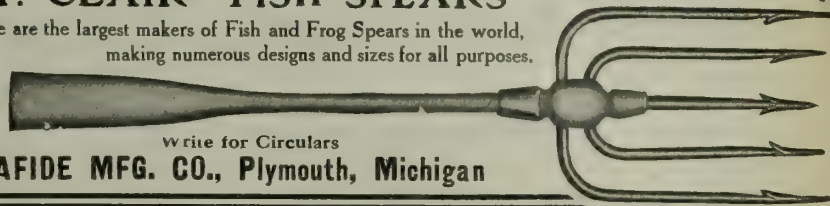
ARMSTRONG BROS. TOOL CO. 106 N. Francisco Ave. CHICAGO, U. S. A.



"ST. CLAIR" FISH SPEARS

We are the largest makers of Fish and Frog Spears in the world, making numerous designs and sizes for all purposes.

Our No. 20



Write for Circulars

BONAFIDE MFG. CO., Plymouth, Michigan

TRUCKS.

Corbett Roller Bearing Trucks are the only modern trucks on the market.

Used by railroads, steamboats, factories, dry kilns, stores, warehouses, etc.

Write for Illustrated Catalogue.

CORBETT FOUNDRY & MACHINE CO. OWEN SOUND ONTARIO



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited, Arr. Ont. Winnipeg, Man.

WIRE SPRINGS.

WE MAKE A SPECIALTY OF WIRE SPRINGS for COMPRESSION and EXTENSION James Steele, Limited, Guelph

"We will never be buried with the unknown dead---we ADVERTISE. There's the whole thing in a nutshell ---we ADVERTISE; and therefore, we CAN'T be unknown."

MOP-STICKS

OF DURABILITY are the "TARBOX BRAND"

No. 8 Plain Cloth Holder.

No. 10 Combination Brush.

Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by

TARBOX BROS. - Toronto, Ontario

Mention this paper when writing Advertisers.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

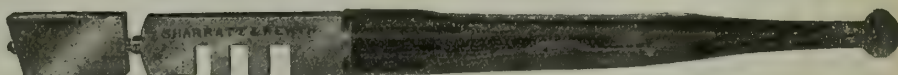


Made by

A. SHAW & SON, - London, Eng. GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

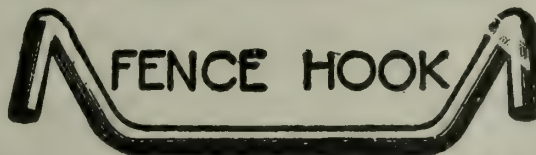
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



SEYMOUR SHEARS

The Standard for nearly a century

"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.

TRADE MARK



TRADE MARK

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

Latest catalog will be sent in exchange for your business card.

HENRY T. SEYMOUR SHEAR COMPANY W EBUSCH & HUGER, LIMITED, NEW YORK, Agents

THE JOHN STEVENS CO., Limited

Wholesale Plumbers' Supplies

WINNIPEG

WE CARRY A COMPLETE STOCK OF
Steampipe, Fittings and Brass Goods

All orders receive prompt and satisfactory attention.

Write now for FREE copies of Blue Prints for septic tanks.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will
Extinguish
Any Kind
of Fire!



Special
Prices
on
Application

Secure
Agency
for your
District

There is no cure for fire—

Only Prevention

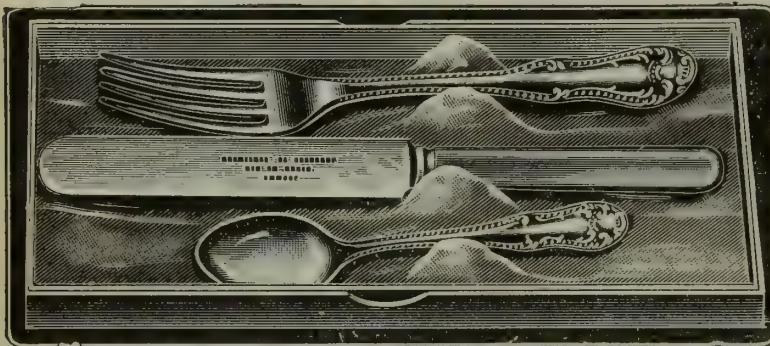
Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Or, GEO. H. SAYWELL, Saskatoon

327 Cumberland Ave., Winnipeg; 10 Adelaide W., Toronto



Just the Thing for Gift Hunters

These three pieces in a neat satin-lined box, are the very thing you should handle as they are certain to attract the attention of gift hunters.

This ware is heavily plated with pure silver. It is very artistic and durable and makes an excellent set for a child.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal; N. F. GUNDY, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg.

ROYAL POLISH

SECOND TO NONE

Here is a polish which contains all the good qualities and none of the bad ones. Sold to you at a price which enables you to retail it cheaper than other brands.

We guarantee Royal Polish to do just as good work and to give just as good satisfaction as the highest priced polish on the market.

This a bold statement, but we mean it and will live up to it.

ROYAL POLISHES CO. :: Montreal

"BANNER" GOLD BLAST LANTERNS



Sold by all jobbers



Heavy Polished Tinplate

AND

Hard Red Japan

ALSO IN

Heavy Antique Copper

MADE WITH

Brass Well Only

OR

In All Solid Brass

The Ontario Lantern and Lamp Co., Limited

Head Office and Factory, - - - HAMILTON, ONT.

Branches:—Montreal, 30 St. Dizier St. Winnipeg, 56 Albert St.

SWELL
WELD

McKinnon Electric-Welded Chain

SWELL
WELD

Our Halter Chain can now
be secured in an electro-
galvanized rust-proof finish.



Send for samples and
prices, which will prove at-
tractive and very profitable.

The Name "McKinnon" Guarantees "Quality Perfect" Chain

MADE ONLY BY

SWELL
WELD

Office:
BUFFALO, N.Y.

McKinnon Chain Co.

Factory:
ST. CATHARINES, ONT.

SWELL
WELD

THE MORRIS & BAILEY STEEL CO. PITTSBUR, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250.

HARDWARE AND METAL

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.

Galvanized and Black Sheets, all grades.

Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

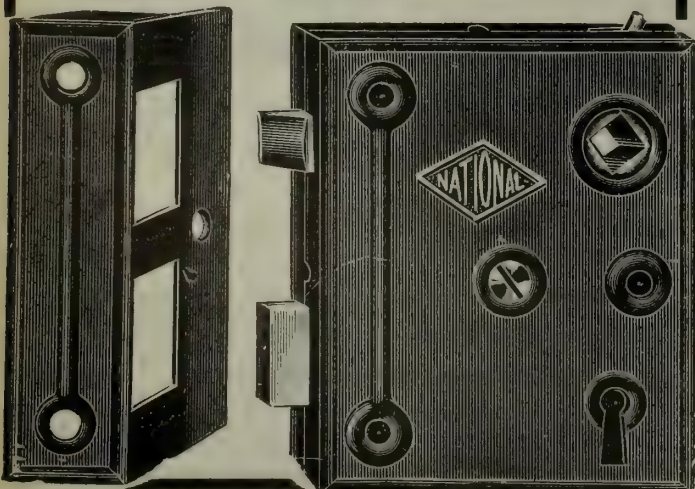
ORDER FROM YOUR JOBBER

NATIONAL HARDWARE CO., Limited

ORILLIA

ONTARIO

CANADA



Is This Worth Having?

Our Up-to-date RESTAURANT URNS

are so simple, so attractive and so convenient that they sell rapidly at all times.

Many live dealers are selling them and netting big profits. Why don't you? The highest class restaurants and hotels buy them on sight, and are always satisfied.

We guarantee our urns to give the best of service and command the best trade.

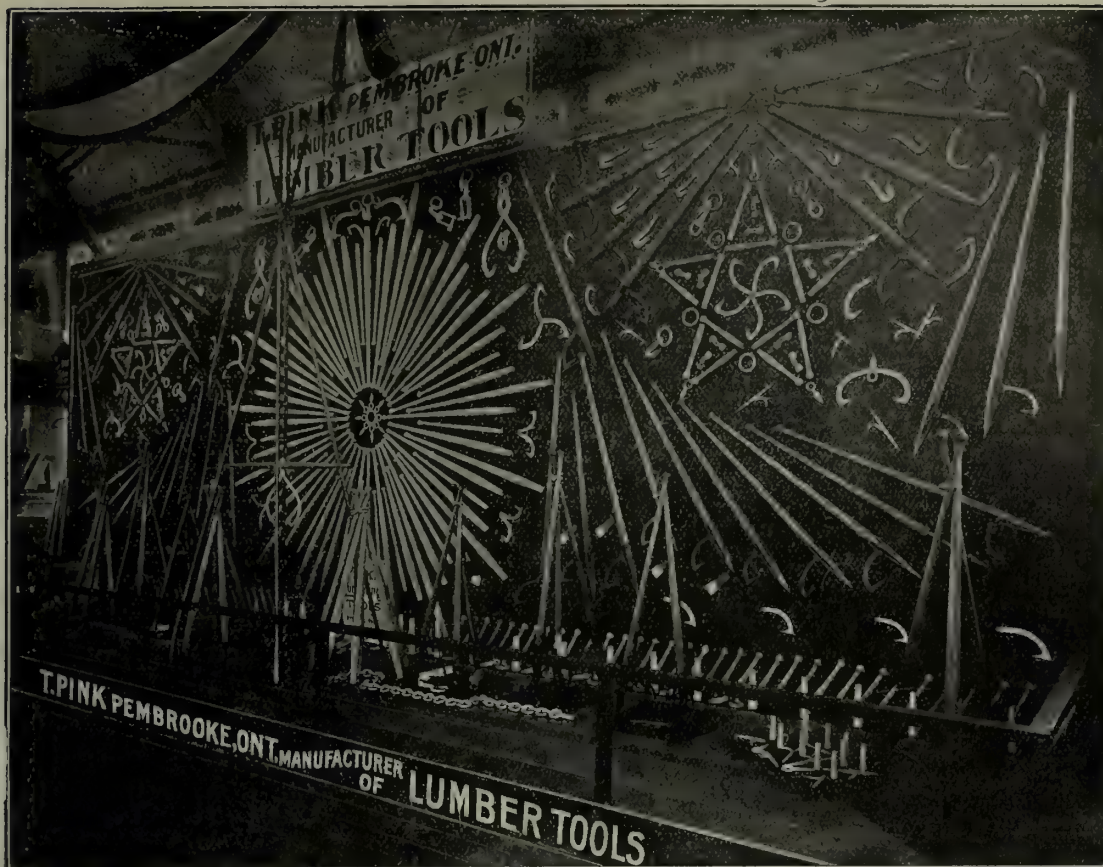
Try them once and you will come again.

Write To-day

**THE BUFFALO
MFG. CO., Buffalo, N.Y.**

Canadian Representatives
H. F. McIntosh & Co.
28 Toronto St., Toronto





Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

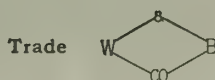
Light and Durable
Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The "W. & B." Machinists' Knife Handle Wrench

TOOLS OF QUALITY BEAR THESE MARKS



Wrench-wise, or otherwise, anyone can see the advantages offered in the "W.&B." Knife Handle Wrench. Start at the head—head and bar are drop forged in one piece from selected steel. Then the jaws—case hardened—which will not spread under any strain, and the knife handle which cannot turn or twist. The entire wrench is ground, polished, and has the high finish that goes with first-class quality.

Let any good mechanic examine it—he can see the ample bearings and solid construction that make the "W.&B." Machinists' Knife Handle Wrench dependable under all conditions. Jobbers in all large cities will supply, or write us. Ask for Catalog 75-C.

The Whitman & Barnes Manufacturing Company

ESTABLISHED 1854

ST. CATHARINES, ONTARIO

Stocks carried at Winnipeg and Montreal

"SANKOTE" ASPHALT ROOFING

Everlastingly Waterproof. Cannot Be Beaten For Price.



Every dealer should stock a certain amount of roofing, but when doing this he must get a product that is strong and durable yet low in price.

"Sankote" weatherproof roofing is the most satisfactory roofing made for Canadian climatic conditions. It can be used over old shingles, etc., and is the best value for the price on the market. Full directions, also Roofing Nails and Liquid Cement packed in every roll. Can be successfully laid by anyone.

Write us at once for full particulars about our "Sankote" and "Leeknott" Weatherproof Roofing, and also other Waterproof Casco products.

AGENTS WANTED

Canadian Supply Co., 220 King St. W.,
TORONTO

WHEEL BARROWS

for Every Purpose

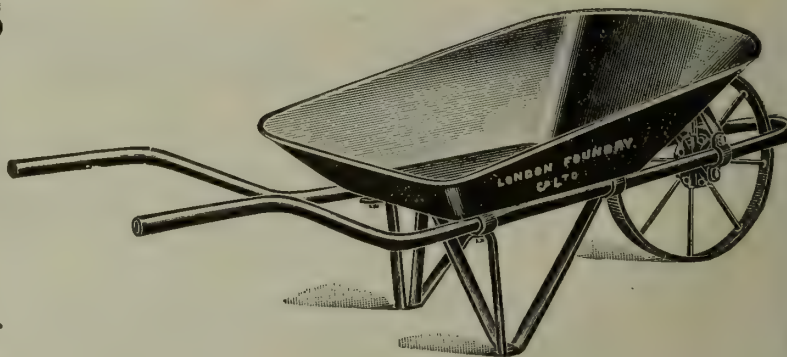
We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.

London - Canada

Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent



SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

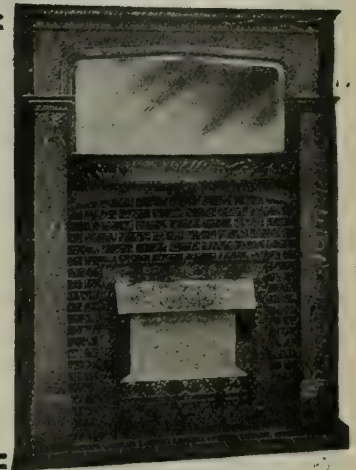
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



You cannot make a

Clean Sweep

with a poor broom.

Every woman desires her house to be swept clean and it is therefore important that every dealer should supply his customers with the best Broom to be had.

There is no surer way than by handling only the

Keystone Brand

Manufactured by

Stevens-Hepner Co., Limited

PORT ELGIN

ONTARIO

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.

MONTREAL, Dec. 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd.
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.



The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

Recommend "ROSS" RIFLES TO ANY HUNTER

"ROSS" Rifles are famed for their accuracy and power. They are the best, as well as the cheapest—everything considered.

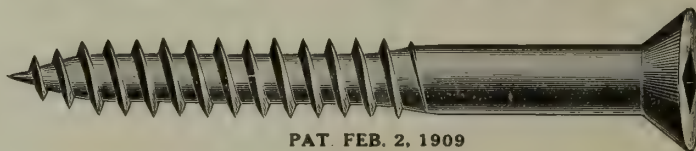


Every hunter, either amateur or professional, will find a "ROSS" a faithful friend in any emergency.

Catalogues and Discounts from
ROSS RIFLE CO., QUEBEC

ROBERTSON SOCKET HEAD WOOD SCREWS

GET
OUR
PRICES



PAT. FEB. 2, 1909

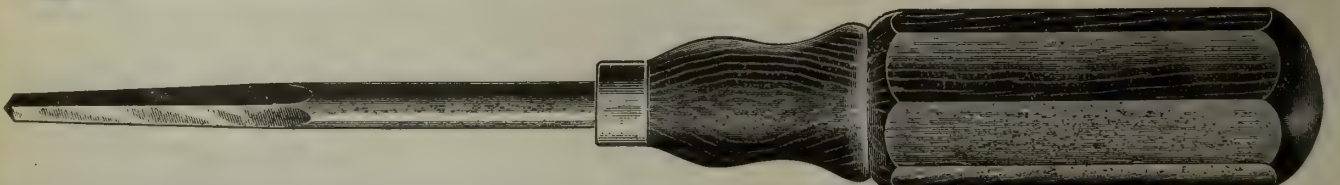
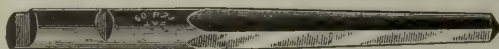
SEE
THAT
SQUARE
HOLE

HAND DRIVERS, YANKEE BITS BRACE BITS
RIVETS, BURRS, WASHERS, NAILS, WIRE

SEND FOR CATALOGUE

The P. L. Robertson Manufacturing Co., Limited - Milton, Ont.

TORONTO WAREHOUSE: 19 Jarvis Street - - F. J. Schuch, Agent



2 & 3-ply
Ready Roofing
"Black Diamond"
Tarred Felt
"Joliette" & "Cyclone"
Sheathing

Before you
place your or-
der for roofing
and building
papers get our
prices.

We have the
facilities for
turning out the highest grade
weather-resisting products at a
reasonable cost—products that
can be easily laid by any ordi-
nary workman
—products that
will give a ser-
vice that cannot
be excelled.

We manufac-
ture all kinds of
wrappingpaper.

Alex.
McArthur & Co.,
Limited,
82 McGill Street,
Montreal
Western Agent:
F. J. Cox,
Winnipeg

WELL SEASONED,
WELL BALANCED,
WELL FINISHED.

These are the points that
make our line most
popular among
players.

Still's Hockey Sticks
are made of second
growth rock elm
and are the most
satisfactory
line that
you can
handle.

"STILL'S
SPECIAL"
is our high-
est grade stick
—a stick for pro-
fessional players.

"EMPIRE," inferior
only to "Special"

"IMPERIAL," a good
all-round stick.

"CHAMPION," the leading
boys' stick.

Write us at once for full
particulars and prices.

J. H. Still Mfg. Co., Ltd.
St. Thomas, Ontario.

STILL'S HOCKEY STICKS

Stanley Tools

No. 50½ MITRE BOX

This has a single piece Frame, both the Base and the Back of which are ac-
curately matched.

The Saw Guide Uprights are steel rods and carry the Saw guides in which
the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used
in place of a Back Saw if desired. A strong and accurate tool at a moderate price

No. 50½ with 20 in. Back Saw Price each \$6.50
No. 60½ with 20 in. Back Saw \$9.50



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



COPYRIGHTED, 1927, BY THE STANLEY RULE & LEVEL CO.

MEASURING TAPES

MUST BE ACCURATE

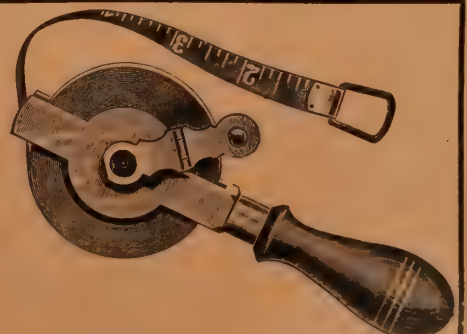
To sell well they must also be of the most improved design; particularly adapted
to the work they have to do; durable and reliable.

Those that bear
this Trade-Mark

LUFKIN

are the leaders of the field because they have always given satisfaction. THEY
ARE DOMINION MADE.

FOR SALE BY **THE LUFKIN RULE CO. OF CANADA, LTD.**
ALL JOBBERS, WINDSOR, ONT.



CATALOGUE
ON REQUEST

TRADE MARK

Est. 1868. Inc. 1898.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals

TRADE MARK

Awarded
By JURORS at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

TRADE MARK

GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

TRADE MARK

RADIUM

VALVE DISCS

TRADE MARK

"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service,
nothing to equal them has
ever been made.

Manufactured solely by
THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED
Toronto Montreal Halifax Winnipeg Calgary Vancouver

Nitrate of Lead

Best English Make
5 Cwt. Casks.

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

WHY TAKE CHANCES?

A reputation for good quality brings to your store New Customers and Increased Profits, while goods of inferior quality will drive away both customers and profits.

Stanley's Steel BUTTS and HINGES

are the standard of High Quality in the Hardware World. Protect your business against the danger of inferior quality by ordering goods which are distinguished by this.

TRADE MARK

THE GUARANTY  OF QUALITY

Stamped on the Goods
Printed on the Labels

THE STANLEY WORKS

NEW BRITAIN CONN. U.S.A.
CANADIAN REPRESENTATIVE
A. MACFARLANE MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg.
New York: 115 Broadway.

Toronto: 143-149 University Ave.
Chicago: 140 S. Dearborn St.

Winnipeg: 34 Royal Bank Bldg.
London, Eng.: 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, DECEMBER 2, 1911

NO. 48

EMERSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

TRADE MARKS
THE MURRAY
THE INVICTA
EL DORADO
CAMBRIDGE & CO.
ENGLAND
SHEFFIELD

For Sale by Leading Wholesale Houses.

POULTRY NETTING

"LYSAGHT'S"

Thoroughly galvanized
Flat, Durable.

Specify "Lysaght's" for your next order.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

PREPARE FOR A SUCCESSFUL NEW YEAR BY STOCKING "WOODYATT" LAWN MOWERS

They have 25 years' reputation as the most efficient and most satisfactory lawn mowers ever produced. This is why you should put them in stock at once and be prepared to reap the good profits that are incurred through their sales.

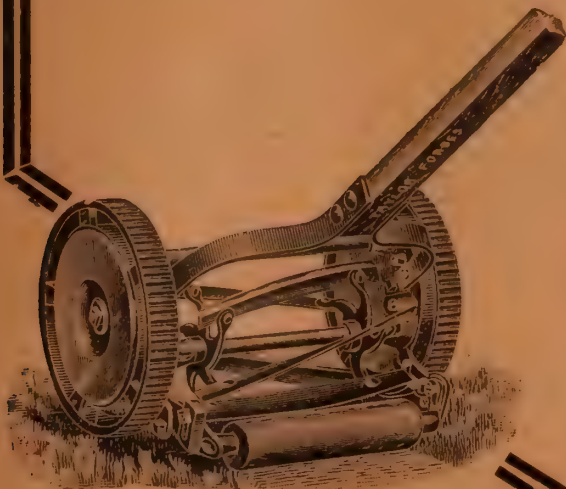
There is not a disappointing part on the Woodyatt, as it is made from carefully selected material and by expert workmen.

You run no risk when handling our goods as they are sold under a positive guarantee.

See them at your jobber's or write us direct for fuller information.

Taylor - Forbes Company, Limited
GUELPH, ONTARIO

REPRESENTED BY:—Taylor-Forbes Co., Ltd.—246 Craig St. W., Montreal; H. G. Rogers—53½ Dock St., St. John, N.B.; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C.; H. F. Moulden & Son—Traveller's Bldg., Winnipeg; Canadian United Mfrs. Agency—London, England.



Big Ben

A Watchlike Sleepmeter



*Height 7 inches. Dial 4½ inches.
Rings steadily for 5 minutes, intermittently for 10.*

HALF a dozen Big Ben in your Christmas window will add life and ginger to the brightest display.—Have your customers take one with the rest of their Christmas Gifts, tell them to arrange those that won't go inside in little piles around each stocking.

Then when all have gone to sleep, have them *sneak into each bedroom* a jolly faced Big Ben.—Let him wake them on Christmas day.—He's as good to look at as he's pleasing

to hear and he'll call every day at any time they say.

SI SI ☐

With every half dozen you'll get a complete set of Window Display Helps. If you make it a full dozen order, you'll get a solid mahogany display stand and two sets of display helps.

Big Ben advertisements are appearing in the Christmas issues of the leading Canadian Magazines and in all the United States Magazines having a Canadian circulation.

The retail Canadian price has been fixed at \$3.00. You may sell him for more if you wish but you may not sell him for less.

Big Ben is carried in stock by 53 Canadian wholesalers. We will be glad to send you the list on request.

In broken and dozen lots, \$2.20 less 5%. In case lots of 24, \$2.10 less 5%.

The Western Clock Mfg. Co.
La Salle, Illinois



YOU can make sharpening stones one of your sellers if you handle Carborundum Sharpening-Stones. There is a customer in every user of edge tools—a Carborundum Sharpening Stone for every sharpening need—it's a stock that moves the year 'round—the demand is always grow-

ing. We do our share in meeting the call by producing a sharpening stone that gives a better edge in less time, that lasts longer, and doesn't fill or glaze—by creating the demand with national advertising—by aiding the dealer with advertising material, window displays, display cases, and other trade helps. The dealer can do his part by ordering a stock NOW and letting his customers know he is a Carborundum dealer.

Write for prices, discounts, catalogs, and complete details.

The Carborundum Company,

Niagara Falls, New York.

Branches in London, England.



These Two “YANKEE” TOOLS

are Catching the Mechanics

Same tool as the popular No. 30, but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

**Quick Return
No. 130**



**“YANKEE”
Push Brace No. 75**

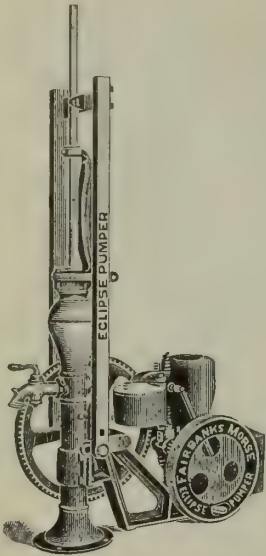
Bores $\frac{3}{8}$ " holes in any kind of wood in half the time of a Bit-Brace and does it easier. Drives and draws screws—takes all the small tools and works in close quarters where a Bit-Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the “Yankee” Spiral Driver. *These Are the Coming Tools.*

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

More Water for Less Money



Q Would you pump water from a deep well for two cents per hour? That's what the "ECLIPSE PUMPER" does right along. Neither does its usefulness end there. The engine is easily disconnected from the pump and is all ready to turn the cream separator, run your grindstone or grind your feed, etc. The "ECLIPSE PUMPER" is a practical, guaranteed "Fairbanks-Morse Engine."

Every hardware dealer should carry them; and a letter to our nearest branch will bring you our catalogs and our special terms to agents.

The Canadian Fairbanks-Morse Co., Ltd.

FAIRBANKS STANDARD SCALES—FAIRBANKS-MORSE GAS ENGINES—SAFES and VAULTS

Montreal, Toronto, Winnipeg, Vancouver, Calgary, Saskatoon, St. John

S.M.P. NICKEL-PLATED GOODS MAKE CHOICE CHRISTMAS GIFTS

REGAL TEA AND COFFEE POTS

MADE FROM HEAVY COPPER

SEAMLESS BODIES

WHITE METAL TRIMMINGS

QUADRUPLE SILVER LINING OVER BLOCK TIN

Unexcelled in
Design and
Workmanship

Made in all
Standard Sizes

Packed Separately
in
Cardboard Boxes

Prices on
Application



Solid Silver in pattern and finish



Hinged lip on spout.

THE SHEET METAL PRODUCTS COMPANY OF CANADA, LIMITED

MONTREAL

TORONTO

WINNIPEG

8IN.

4IN.

A Fairly Good File

can be had in many brands now offered the trade, and a "**Good File**" will do **good work** for a **short time**.

It will never do the best work. It won't stand the test of severe and constant use,—every mechanic knows this—yet its initial cost is within a few cents of the price of the

Disston

which has, through years of persistent achievement and continued success, won the well deserved reputation of being

The Best File Made .

A file which will, and does, stand up to the hardest kind of usage and **does the best work** for a longer time than any other.

In
All Shapes
and
All
Sizes

These
are the
Files
which
sharpen all
Disston Saws
before they
leave the Fac-
tory.

Through the High
Quality and Reputation of

Disston

Files and Rasps

We have grown to be **the largest jobbers of this class of Goods in Canada.**

The Disston Reputation together with the unfailing merit of Disston goods will build up **your** trade and create a confidence in the High Standard of **your** business.

Start Now ; Put In a stock of Disston Files and Rasps.

All Disston Goods are Fully Guaranteed.

We are headquarters for Disston Goods.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

8IN.

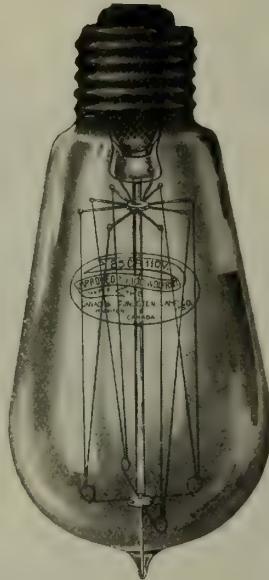
6IN.

A Drawn-Wire Tungsten

We offer to the Trade a Drawn-Wire Tungsten Lamp, that will cut your Electric Light Bill in HALF. This lamp is the very best procurable on the market, and is liberally backed by the manufacturers.

ALL SIZES

CARRIED IN STOCK AT
MONTREAL. MADE IN
25, 40, 60, 100, 150
CANDLE POWER.



ASK

OUR TRAVELLERS FOR
PRICES, OR WRITE.
NO CHARGE FOR CASES.
PROMPT SHIPMENTS.

ADVANTAGES:

ECONOMY!

Will
Burn at any
Angle

STABILITY!

EFFICIENCY!

Blackening
of the bulb an
impossibility

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND METAL MERCHANTS



MONTREAL

-

-

CANADA



The "SILVER" of to-day

FOR ALL HOMES OF REFINEMENT
WIDELY ADVERTISED

EASY TO SELL

PLATED HEAVIER THAN TRIPLE
YET COSTS LITTLE MORE



FLOWER DE
LUCE
PATTERN



LOUIS XVI.
PATTERN



CLASSIC



AVALON
PATTERN

Fine Advertising Electro
Free To Dealers For
Attractive Newspaper "Ads."

WHOLESALE DISTRIBUTORS

Caverhill Searmont & Co

MONTREAL and WINNIPEG

The
Steel Company of Canada
Limited



LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples.



District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

J. B. H. Rickaby, Victoria, B.C.

H. G. Rogers, St. John, N.B.

Geo. D. Hatfield, Halifax, N.S.



Christmas Cutlery

Joseph Elliot & Sons Carvers

It requires no argument to sell them. They represent the highest type of Cutlery it is possible to produce, and carry with them a guarantee of positive satisfaction. This is the best time of the whole year to push Carving Sets, both for gifts and for personal use. Letter Orders filled promptly.

ORDER NOW.

H. S. Howland, Sons & Co., Limited

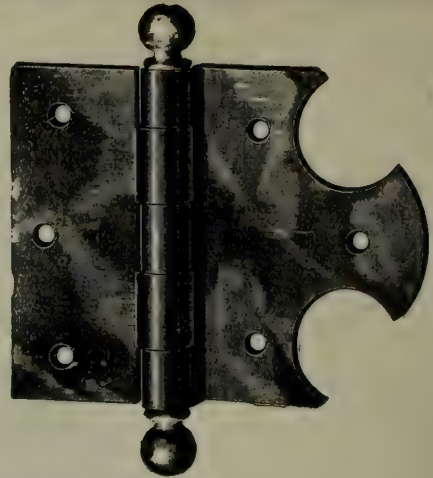
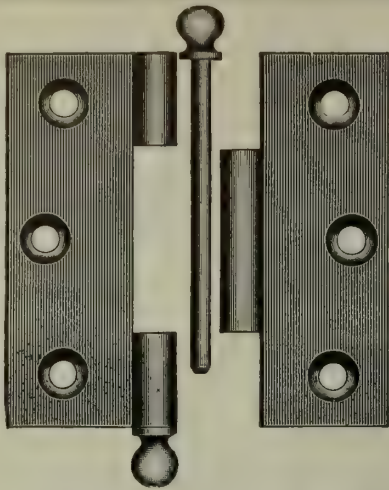
WHOLESALE HARDWARE

TORONTO

We Ship
Promptly.

Graham Nails are the Best.

Our Prices
are Right



SOME IDIOT

ONCE SAID:—"A HINGE IS A HINGE—QUALITY COUNTS FOR NOTHING."

- ❑ Don't you often think of the sales you lost to the concern down the street?
- ❑ In a majority of cases wasn't the would-be customer after a superior article than what you had in stock?
- ❑ Don't content yourself with an inferior grade in builders' hardware.
- ❑ Stock up with "Crescent Brand" Goods—then you'll have the best and can sell the best.

FOR SALE BY ALL THE LEADING WHOLESALE HARDWARE HOUSES.

Canada Steel Goods Co., Hamilton, Canada



Armstrong Ratchets

The Best and Most Complete Line Made
Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



OUR NEW LINE



SHORT RATCHET
For Morse Taper.

Each Ratchet
is packed in a
Cardboard Box.



UNIVERSAL RATCHET

"STANDARD" REVER-
SIBLE RATCHETS

DEALERS!

Do you want the
Best Made, Best
Packed and Best
Advertised
Ratchets?



Two inches of motion at end of
handle, IN ANY DIRECTION,
will drive the Drill.

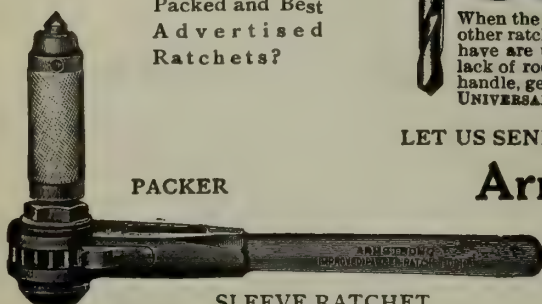
Patented Nov. 8, 1898,
Sept. 29, 1900.

When the
other ratchets you
have are useless for
lack of room to move the
handle, get an "ARMSTRONG
UNIVERSAL" and it will do the job.

LET US SEND YOU A CATALOG

"Hard-to-Please"
USERS prefer
ARMSTRONG
RATCHETS

They stand
the racket.



PACKER

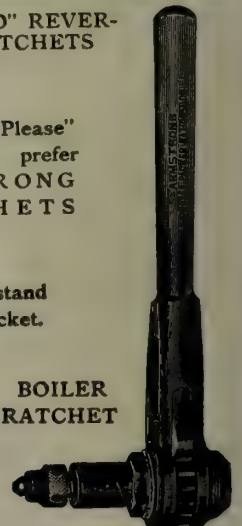
SLEEVE RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.

BOILER
RATCHET





DISSTON

No. 5 $\frac{1}{2}$

TRY SQUARE

Steel blade, graduated to $\frac{1}{8}$ ths. Iron stock, nickel plated. Square inside and out.

This is a strong, durable square, well finished, attractive in appearance.

A good seller.

We have been manufacturing Squares and Bevels for over 46 years--have the experience and up-to-date facilities.

That same High Standard of Quality, Workmanship and Efficiency which has won world-wide renown for **DISSTON BRAND SAWS** during the

PAST 71 YEARS
CHARACTERIZES
ALL

**DISSTON BRAND
TOOLS**

HENRY DISSTON & SONS

INCORPORATED

KEYSTONE SAW, TOOL, STEEL & FILE WORKS

PHILADELPHIA, PA.

Canadian Works--FRASER AVE, TORONTO, ONT.

Put STERNAUWARE in your show-windows and you put money in your till. It simply is not in human nature to pass such a display unnoticed and the step from the sidewalk to the counters inside is short.

Don't stop with the window. Show STERNAUWARE inside. Talk STERNAUWARE. True, it is a big subject, but a big subject always has a little one beaten to a frazzle when it comes to persuading and convincing customers.

Besides, we furnish you with ammunition in this campaign. Our Blue Book tells you in text and picture what every enlightened go-ahead hardware dealer ought, for his own interest, to know about STERNAUWARE. In these little talks to the trade we take it for granted that we are addressing wide-awake men, not has-beens who are content to plug along in the same old rut year after year.

The hardware dealers who handle STERNAUWARE are the progressives who make money and friends, not the standpatters.

Much of the STERNAUWARE described in the Blue Book is wholly new, like the hand extension Trivet, the Refreshment Sets and the large and interesting family of Humidors.

Everything is guaranteed as to excellence of material and solidity of workmanship. Artistic qualities of STERNAUWARE speak for themselves to anybody with love of beauty.

Write for the Blue Book to-day.

S. STERNAU & COMPANY

NEW YORK SHOWROOMS
305 Broadway
N.W. Cor. Duane Street

MAKERS OF
STERNAUWARE
COMPRISING
*Fancy Teakettles, Chafing-dishes
and their Accessories, Coffee-
machines, Trays, etc.*

OFFICE and FACTORY
195 Plymouth Street
BROOKLYN, N.Y.



The Buyer for the Home

She believes in the merchant who does business on the Quality basis—in goods whose trade mark is backed and pushed by energetic advertising.

The “Wear Ever” trade mark means quality in cooking utensils.

Its prestige means to you not only pleased and profitable buyers of cooking utensils, but more trade on your other lines.

It helps to make your name synonymous with quality.

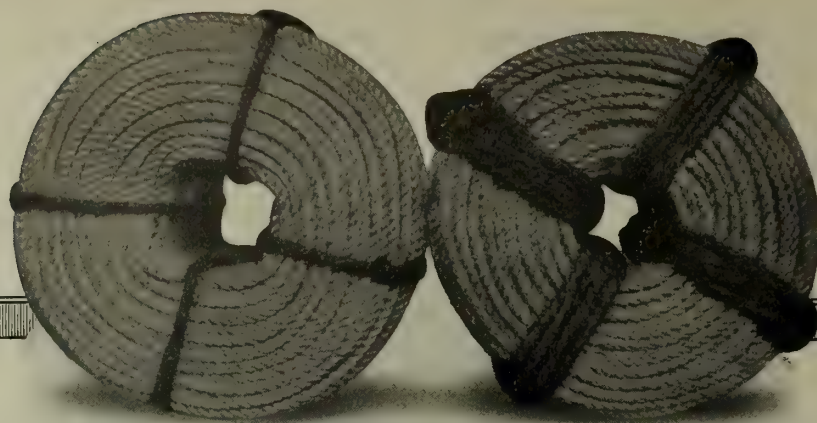
You should have “Wear Ever” advertising—magazine and dealer aid—working for You.

Write

The Northern Aluminum Co., Ltd.

Toronto, Ontario.

Dept. H.



"A"
PLYMOUTH MANILA

"B"
Rope sold as "MANILA"

Two Kinds of Manila Rope Always Available

One is very cheap rope — so poor in quality that it's expensive at any price; the other is very good rope — so strong and durable that it's always a good investment for your customers.

The difference is shown by this comparison of these two coils of one-half inch diam. rope; bought in an open market; stripped of coverings, photographed, and then tested. The coil marked "A" is —

PLYMOUTH ROPE "The Rope You Can Trust"

"B" is some of the "so-called" Manila rope.

THE COMPARISON SHOWED:

	"A"	"B"
Length of rope in coil of 97 lbs.	1250 ft.	1070 ft.
Weight of lashings	1 lb.	3 lbs

THE TEST PROVED:

Weight per 10 ft. of rope	13 $\frac{3}{8}$ oz.	14 $\frac{1}{8}$ oz.
Strength at breaking point	2907 lbs.	1450 lbs.

(Use formula: Actual Strength \div Wt. per 10 ft. = Value)

Comparative value ("A" worth 100%)	{ 3477 or 100%	{ 1642 or 47%
--	-------------------	------------------

It is obvious that "A" is worth more than twice the value of a rope like "B". Yet PLYMOUTH costs but a very little more. Can you conscientiously offer your customers a rope like "B" when you can give them so much more for their money? PLYMOUTH makes good friends and customers for you. Ask your jobber about it.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO
ST. JOHN

MONTREAL
WINNIPEG

HALIFAX
VANCOUVER





Where is the Money ?

WHICH of these lines will give the most profit and prove the most satisfactory to handle? This is the question the hardware and sporting goods dealer asks himself when he studies the catalogues and other literature sent him by the various gun manufacturers. Our experience leads us to believe that guns which give the greatest satisfaction to their buyers are the ones which are free from "come-backs," in the way of complaints about defective parts, poor construction, or confusing mechanism---these we believe are always the guns that prove most profitable.

Tobin *Simplex Guns*

are made to meet these requirements, and the public know it, for they have been told so through our newspaper and magazine advertising, and "gunwise" people are now familiar with the name, and ask to see Tobin Guns when purchasing.

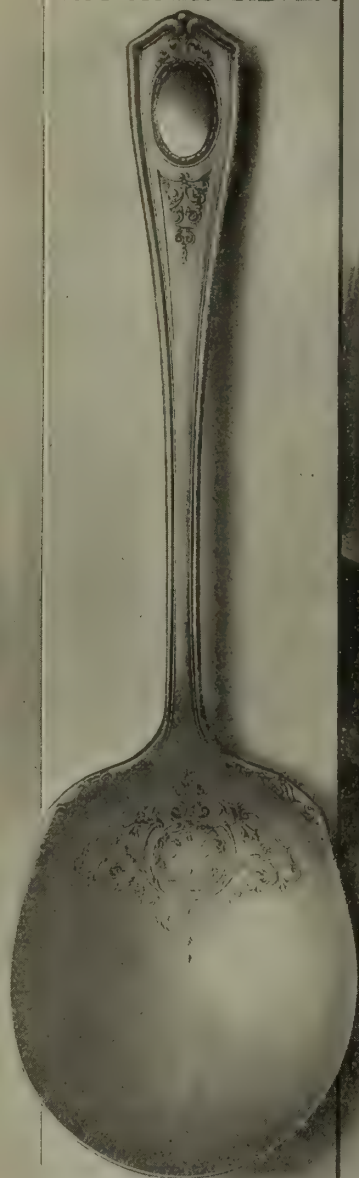
The outstanding features of "Tobin Guns" are lightness, strength, and simple construction; points that appeal to every sportsman. In materials used, in design and in improvements they have exclusive merits that enable you to offer them to your customers, confident that they will please them in every way and add reputation to your store.

Since our advertising started, we have received inquiries from all over the country. Where we are represented by dealers, these inquiries are handed over to them. There are still, however, some districts where we are not represented by dealers and which we are forced to supply direct from the factory. We would rather not do this. We want to be represented in every locality by live, energetic dealers, and to such dealers we offer terms that enable them to do a most profitable gun business. Let us know where you are and we'll start to talk to you. Our address is

The Tobin Arms Manufacturing Company, Limited
Woodstock, Ontario

A NEW RECORD

COMMUNITY SILVER



LOUIS XVI PATTERN

RELIANCE PLATE



KENWOOD PATTERN

The Dealer who carries
**COMMUNITY
SILVER**
and
RELIANCE PLATE

echoes their praises, because he finds
new and better "records" for his store.

Both Community Silver and Reliance Plate are sold only on
a restricted price basis, hence cut-throat competition is avoided
and every sale counts - yields a sure and generous profit.

ONEIDA COMMUNITY, LTD.

ONEIDA, N.Y.

Estd
1809

EVERED

&C^o
LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:

27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of
Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire
Mattresses.

Brass and Copper and Brass Cased
Tubes.

Rolled Brass and Copper.

Switch Gear.

CANADIAN TRAVELLING REPRESENTATIVE:

Geo. H. Saywell

-

Saskatoon

LOCAL REPRESENTATIVES:

H. A. WHITEHEAD, 86 WELLINGTON ST. WEST, TORONTO

THOS. CARLYLE, 177 WATER ST.,

WINNIPEG

ASK OUR SALESMEN TO WAIT UPON YOU.

Sell Clark Heaters and Coal



Here's the "BIG HIT" Assortment

2 Leader Heaters
2 No. 5B Heaters
2 No. 7D Heaters

6 Dozen Clark
Fuel Brickettes
(Best Grade)

Some of these heaters you can sell as low as \$1.20 and make a good profit.

The Proposition to Dealers is Mighty Interesting

It's a proposition that means ready sales and liberal profits.

Everyone who drives or owns a carriage, wagon, sleigh, automobile—any kind of vehicle—needs them. Everybody traveling in cold weather needs them. The need is known—the demand is positive—It's for the dealer to supply the product and pocket the profits.

Clark Heaters and Clark Coal sell wherever displayed. The wonderful compactness, the unique principle of heat distribution, the neat appearance, the low price—all are factors that make Clark Heaters the unchallenged leaders.

Our guarantee goes with each, and the guarantee protects the dealer and the consumer.

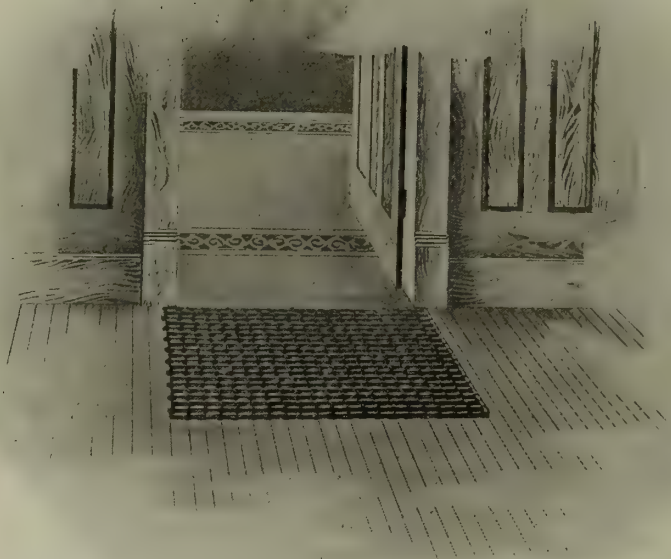
And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, **with each brickette**, that it will give 25 per cent more heat than any other heater fuel made.

DEALERS—ACT NOW

The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can **feel** the goodness of it. "Warm them up" to the necessity of buying from **you**. We'll help.

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO

"Big Hit"



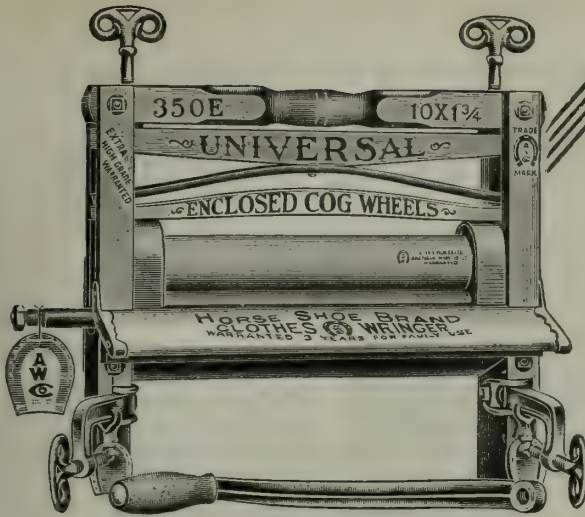
Premier Flexible Steel Mat

is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 feet to 100 feet. Special mats made to order on short notice.

The Schultz Manufacturing Company, Limited
HAMILTON, CANADA

Toronto Agent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1 3/4 in.
No. 351E	No. 381E	11 x 1 3/4 in.

We are the Largest Wringer Manufacturers in the World

We have the very best facilities for turning out goods of the highest quality.

Our wringers are very attractive; and, if placed in a prominent position, they are certain to **PULL TRADE YOUR WAY.**

Write for catalogue No. 9 which contains cuts and descriptions that will be of great interest to you.

The
American Wringer Co.
New York

Our Brands
of
Shovels
are:—

**LUNDY
PETERBORO'
DEMON**

LUNDY SHOVELS

will appeal to Jobber and Dealer alike, because of their superiority in quality and finish; their greater smoothness of handle and finish of blade will surely please the customer.

We manufacture nothing but a **WELDED SHOVEL** because we are convinced of its superior strength and durability over all other shovels manufactured.

We can promise the *promptest shipments* to any point.

**Look for our Trade Mark
on every handle.**

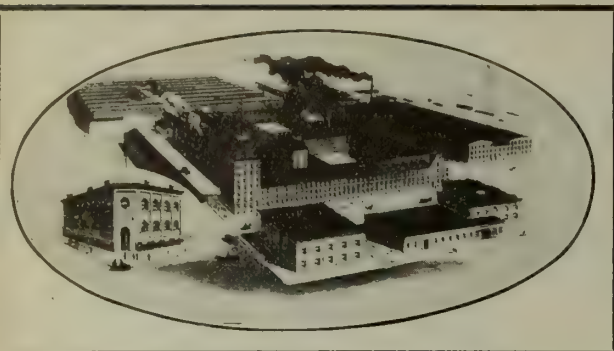
**THE LUNDY SHOVEL AND
TOOL COMPANY, LTD.,**

PETERBOROUGH,

ONTARIO



Write For Catalogue



Are You Doing Anything

in the way of pushing the sale of Window Guards? Every school, church, hall and other public building in your locality that is not already supplied offers you an opportunity to sell

GREENING'S WIRE WINDOW GUARDS

We make them to special order in an enormous range of style, shape, size and finish to sell at all prices. We are the oldest established and the largest manufacturers of this class of goods in Canada, with an untarnished reputation for supreme quality, careful finish and low prices.

Write us about the requirements of your locality, giving full particulars as to size, quantity and for purpose they are to be used, and we will send you samples and prices.

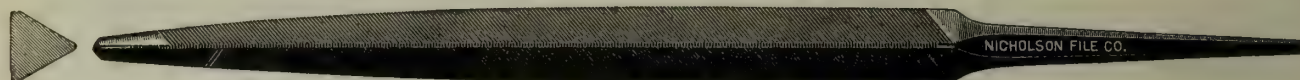
The B. Greening Wire Company, Limited

HAMILTON

MONTREAL

WINNIPEG

There is a Nicholson-made File for every filing purpose



Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

In Canada, the favorite Nicholson-made files are:

"AMERICAN"

"ARCADE"

"GREAT WESTERN"

"GLOBE"

"EAGLE"

"McLELLAN"

"KEARNEY & FOOT"

"J. B. SMITH"

Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of file quality. Your jobber can supply you.

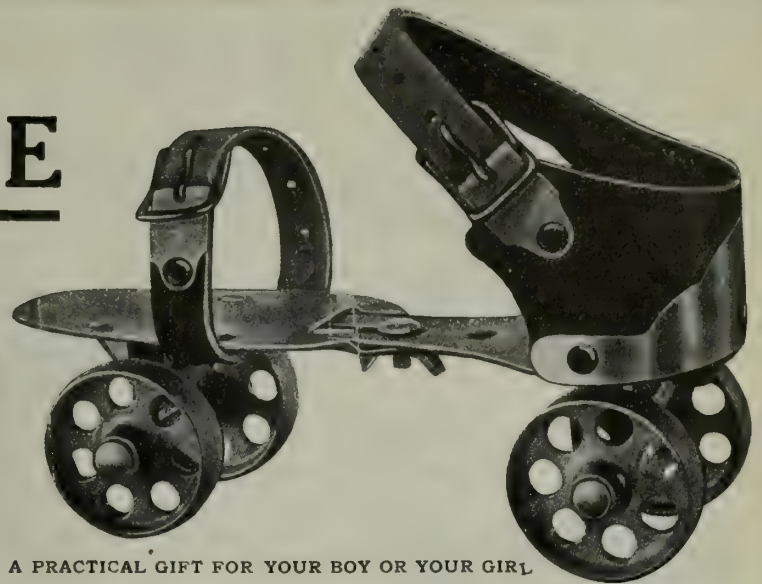
Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.

For Your XMAS TRADE

THIS
Roller Skate
AT

39

**cts. per Pair, delivered in 50 pair lots at your station,
less F.O.B. Montreal.**



A PRACTICAL GIFT FOR YOUR BOY OR YOUR GIRL

SEND YOUR ORDER EARLY. ONLY A LIMITED QUANTITY ON HAND.

Largest Assortment of
Roller Skates in Canada.

Ask for our Catalogue,
"Everything on Wheels."

THE MONTREAL SALES CO.

308 Panet Street,
MONTREAL, CAN.

Nearly Every Farmer Admits Now That "It Pays to Spray."

To-day, nineteen out of every twenty farmers will tell you that "It pays to Spray." Fifteen years ago hardly *one* out of twenty gave spraying any thought at all. This remarkable shift of opinion is due to many different causes, chief among which is the increase of insects and fungous diseases; the splendid work of the Experiment Stations; the demand of the commission man for "Sprayed Fruit"; and the advertising of the spray pump manufacturers.



"Century" Barrel
Spray Pump

A very popular sprayer.

Deming Sprayers

Are nearly as well known to farmers and fruit growers as Ivory Soap is to the general public. The farmers' admitted need for spraying, plus the Deming line of sprayers, is a mighty profitable combination that some enterprising dealer in

your neighborhood is going to make use of.

Why not be that dealer *yourself*? You can find out all about our proposition by saying "I saw your ad. in *Hardware and Metal*. Send details."



"Perfect Success"
Bucket Pump

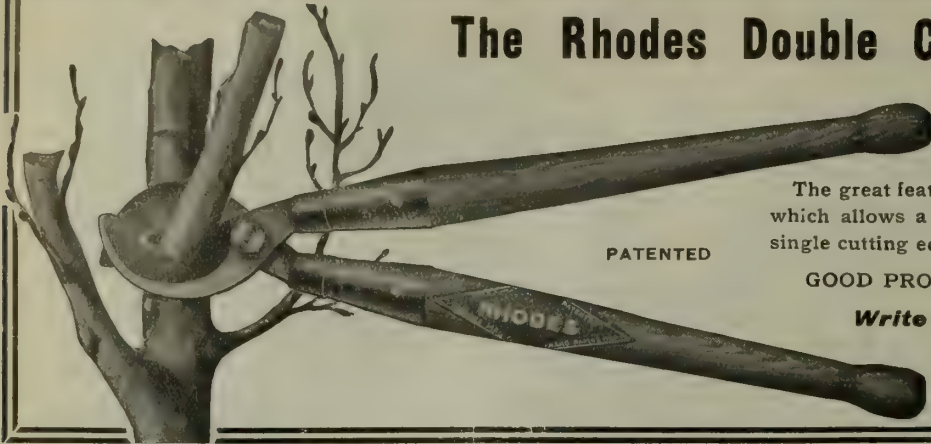
A general purpose outfit
that everyone needs.

The Deming Company, Salem, Ohio, U.S.A.

115 Broadway

Manufacturers of Hand, Windmill and Power Pumps

The Rhodes Double Cut Pruning Shears



are nicely finished, extra strong and durable and will last for a lifetime under proper care.

The great feature of this pruner is its double cutting edge, which allows a smoother and cleaner cut than that of the single cutting edged pruner.

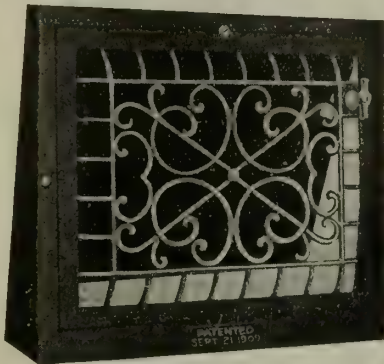
PATENTED

GOOD PROFITS ARE ASSURED THE DEALER

Write for proposition and prices

RHODES MFG. CO.

GRAND RAPIDS, - MICH.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

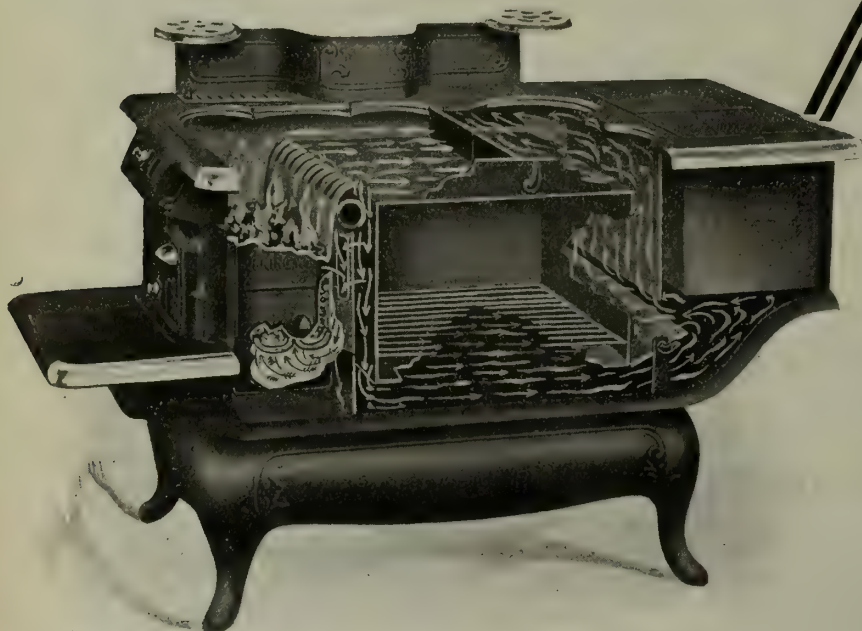
Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



We Guarantee a 50 per cent. Saving In Fuel

wherever this range is used. It has beyond doubt the most perfect fire travel that has ever been invented---not a particle of heat can reach the chimney without completely circulating the range.

The quality of material used is the highest, and the workmanship cannot be beaten.

If you want a range that will sell quickly, this is the one that you should stock.

Get our prices and proposition

The Supreme Heating Co., Limited
Welland, Ontario



The "Fairy Queen"

Burns Coal or Wood

This is a very satisfactory heater, made in six sizes.

It has a large fire door and is fitted with ash chute. Rods are on the outside, insuring durability.

Full nickelled, making it an attractive and cheerful parlor stove.

The Fairy Queen is a modern stove at a low price.

"Famous" Garbage Pails



A Household Necessity

Entire pail dipped in galvanizing tank, so every seam closed tight. No raw iron showing—so will not rust out.

Supplied with slipover covers. Packed in nests of four.

Strong Safe Secure

McClary's

London

Toronto

Montreal

Winnipeg

Vancouver

St. John

Hamilton

Calgary

Saskatoon

HARDWARE AND METAL

The "GOOD CHEER" ART



A modern Baseburner of handsome design with a record for

**Efficiency
and
Durability**

Made in two sizes:
13 and 14 inch fire-
pots; two sizes
square, two sizes
with oven.

**Can promise
prompt
shipment
at present**

Will wire you if
any delay in ship-
ping your order.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, - ONTARIO

WESTERN BRANCH—156 LOMBARD ST., WINNIPEG, MAN.

FORD Sales Never Lag



EVERY FORD TOOL is designed and made to give the user the greatest possible efficiency in accuracy, ease of operation, speed and durability. That they do, is clearly demonstrated by the steady repeat sales they show every time one is sold.

For this reason dealers who sell and recommend them always enjoy a brisk trade in this department of their business.

Do you sell these splendid tools?

We have some interesting circulars and an excellent proposition for you. A postal will bring them.

YOUR RUN NO RISK in handling FORD tools for you can sell them on a "money-back" basis, as we guarantee each tool perfect in every way.

FORD TOOLS will satisfy you—satisfy your customer, and once introduced insure permanent profits for you. Put our claim to the test. It can't fail.

Most jobbers carry FORD Tools—ask to see them, meantime drop us a line.

FORD AUGER BIT CO.

HOLYOKE, MASS. Dept. 12

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades**, any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES,
S at \$2.50 each. Box 920, HARD-
WARE AND METAL, Toronto.
(48)

F. Y. W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal

Toronto Montreal Winnipeg

RATES (payable in advance)
2c. per word one insertion
1c. per word subsequent insertion
5c. extra per insertion for box number if required

Are You Doing Your Duty?

By keeping track of all the new buildings being erected in your neighborhood.

By getting **your share** of the construction or equipment contracts.

By finding out if they are properly heated.

It is your duty to the human race to use every effort in your power to have "**Pease**" Furnaces installed in all new homes and buildings.

That you should make some money for yourself by doing your duty is simply incidental—but fortunate.

Make yourself known to all builders and property owners—tell them of your convictions and experience of "**Pease**" Furnaces. Show them how the "**Pease**" will save them money—ensure good health and happiness—enable the kiddies to breathe good fresh live air.

In fact, every time you are the means of having a

PEASE FURNACE

installed in home or building you deserve the blessing of the entire civilized world and you enrich yourself financially and mentally.



Economy Furnace---300---Series B.
Cased with Vertical Shaker.

PEASE FOUNDRY COMPANY LIMITED

Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

YOUR TRADE WANTS



Household Labor Savers

Power Washers
NEW CENTURY, VELOX and IDEAL

Hand Washers
NEW CENTURY, NOISELESS, SNOWBALL,
FLYER and SUNLIGHT

← **ARROW**
BRAND CLOTHES WRINGERS
LEADER BARREL CHURNS and ROTARY
LAWN DRYERS

Prompt delivery is one of the many advantages of selecting your stock from our line. **QUALITY, VARIETY** and **POPULARITY** are among the others.

We have also explained their merits to housekeepers all over the country. They know the special features that distinguish them, and want no other.

Give your customers the opportunity to buy our machines. It will result in the addition of many figures to your sales totals.

CUMMER-DOWSWELL, LIMITED
HAMILTON, ONT.

GOOD PROFITS

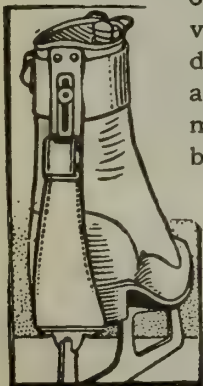
prevail wherever

The "Perfection" ANKLE SUPPORT

IS SOLD

It does away with all old-time cumbersome devices and the fatigue which prevents many from indulging in this healthful pastime.

It is the most compatible device for the support of weak ankles, as it is made of the very best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but cannot move sideways.



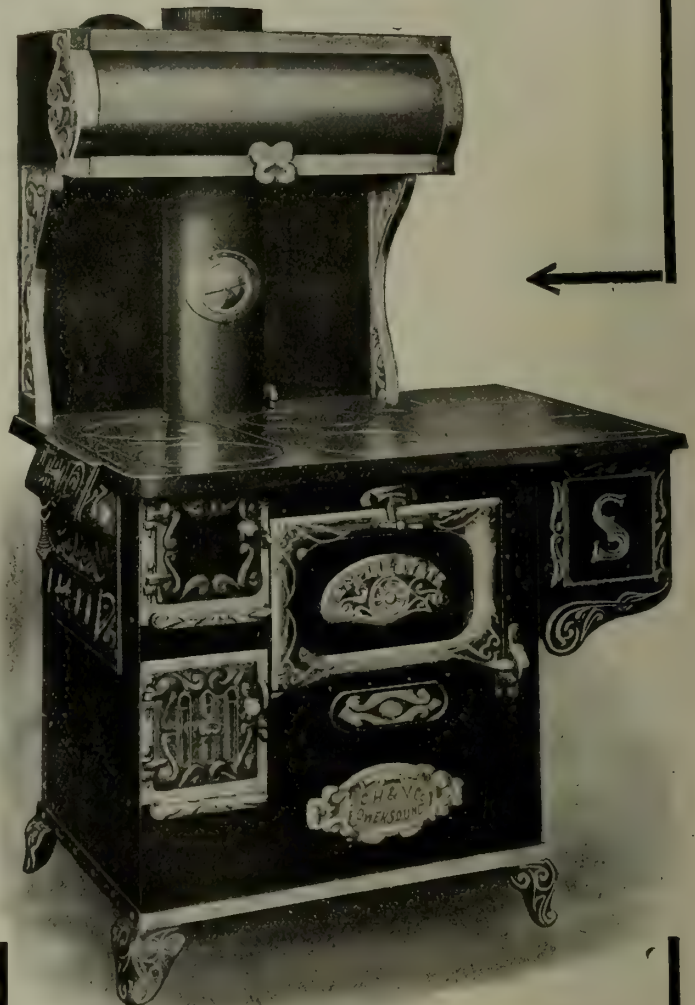
Write us at once for
circulars and prices.

**THE OWEN SOUND STEEL
PRESS WORKS**

OWEN SOUND

ONT.

The Empire State Steel Range



A Very Attractive Range At a Moderate Price

Made with a 16-in. oven, has four 9-in. Covers. N.P. Oven Door Frame, Name-Plate, Ash Guards and front two Legs. Large Fire-Box for Coal, Duplex Grates. Made in Square, Reservoir and High Closet.

WRITE FOR PRICES AND DISCOUNTS

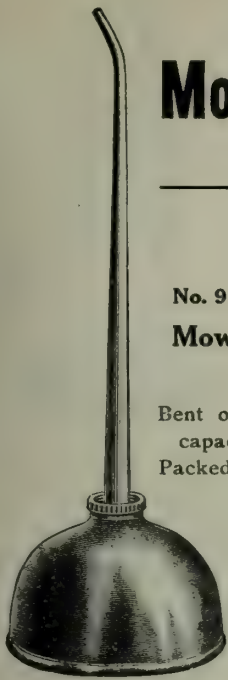
**The Canadian Heating & Ventilating
Company, Limited**

Owen Sound, Ontario

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man,

REPRESENTATIVE ILLUSTRATIONS of our lines of **Mowing Machine and Sewing Machine Oilers**

Plain Steel, Coppered, Japaned and Stencilled.



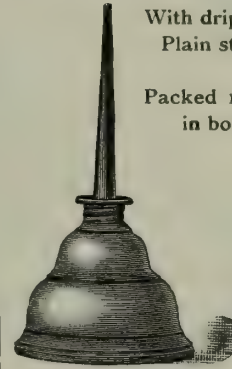
**No. 918—9 inch Spout
 Mowing Machine
 Oiler.**

Bent or straight, 1 pint capacity. Coppered. Packed 1 doz. in a box.



**No. 705
 Mowing
 Machine
 Oiler.**

With large filler opening, $\frac{1}{2}$ pint capacity; diameter, 3 inches; diameter of opening $1\frac{1}{2}$ inches; total height, $7\frac{1}{2}$ inches. Packed 1 dozen in a box.



**Crocus Sewing
 Machine Oiler**

With drip cup. Plain steel.

Packed 1 doz. in box.



**No. 703
 Mowing
 Machine
 Oiler**

With brass filler cap and drip cup. Capacity, $\frac{1}{2}$ pint; diameter, 3 inches; total height, $7\frac{1}{2}$ ins. Plain steel, coppered or japaned and stencilled.

E. T. WRIGHT & CO., (H. G. Wright) Hamilton, Canada

WINNIPEG AGENTS—Merrick-Anderson Co.
 TORONTO AGENT—F. B. Wilson.

VANCOUVER AGENTS—MacPherson & Teetzel.
 WINNIPEG REPRESENTATIVES—W. Reynolds & Co.

HOLIDAY SUGGESTIONS

Nickel Plated Trays

Round, Oval and Oblong
 Assorted designs

In all sizes from 12 to 18 inches



Delft Tea Pots (German)

with pretty hand-painted designs and solid nickel silver trimmings

3 sizes— $\frac{2}{3}$, 1, $1\frac{1}{3}$ litres—also stands to match.



Nickel Plated Tea Pots

Handsome in style and finish
 Sizes from 2 to 6 pints

Polished Brass Cuspidors,
 Jardinieres, Fern Dishes,
 Flower Baskets,
 Nut Crackers and Picks, etc.

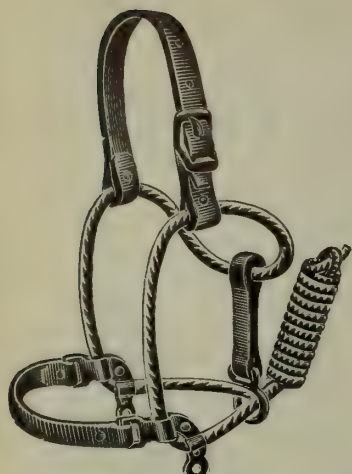
Prices lower than you think, quoted on application

The Thos. Davidson Mfg. Co., Limited

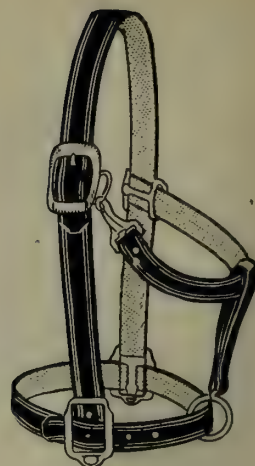
MONTREAL

- TORONTO -

WINNIPEG



HERCULES



ECONOMY

HERE
is Your Chance
Mr. Hardwareman !

Our up-to-date facilities
and skilled workmen
enable us to produce the
highest quality

HALTERS

at a surprisingly low price.
The halters illustrated are four of the many styles
we manufacture. They are made from the choic-
est harness leather and are stronger and more
durable than many higher priced ones.

We also make Harness and Harness Parts, and carry
a full line of Saddlery, Hardware and accessories.

**Our products are guaranteed to give absolute
satisfaction and assure good profits to
every wide awake dealer.**

Write us at once for Samples and Prices, or obtain
from one of the following jobbers who carry stock.

Hobbs Hardware Co., London ; Wood, Vallance &
Co., Hamilton ; W. W. Chown Co., Belleville,
and Whites Limited, Collingwood.

G. L. GRIFFITH & SON
Melbourne
Ont.



ROCKWELL, A SLIP RING



SQUARE OR FIVE RING



METALLIC CEILINGS

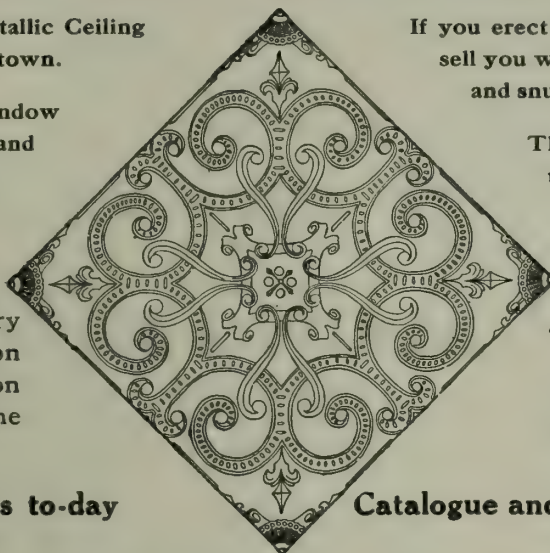
"Boost Them, Mr. Hardware Man, Boost Them."

Get the "Metallic Ceiling Name" in your town.

You can do it by a little window display, a little advertising and a little talk.

Metallic Ceilings carry three separate profits—on the sale of the goods, on the erection and on the paint to re-coat them.

Get in touch with us to-day



If you erect the Metallic Ceilings you sell you will appreciate the true lines and snug fit of OUR plates.

They can't "run" because they're dead square. They go on quick and easy.

Twenty-six years' experience has taught us a thing or two about making Metallic Ceilings,

Catalogue and Samples on request

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

(C.20)

THE TYPEWRITER and THE PRICE

If you could buy a typewriter for \$25.00 that was originally sold for \$125.00, and you were convinced it would give you years of excellent service, you would think it a bargain, wouldn't you?

And you would be right.

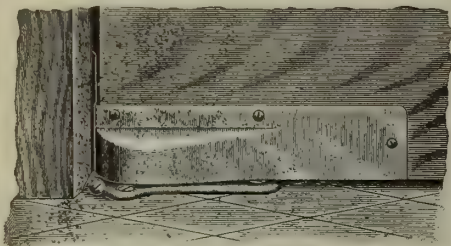
If you will write us for details, we will give you full information about just such bargains.

The MONARCH TYPEWRITER COMPANY, Limited

46 Adelaide Street West, Toronto

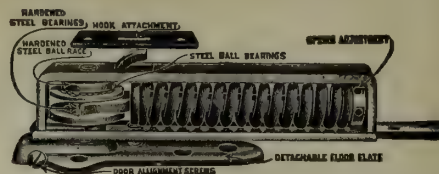
ASK US WHY

If you want to know more about "STANDARD"



DOUBLE ACTING SPRING FLOOR

HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER ONTARIO

ESTABLISHED 1849

BRADSTREET'S

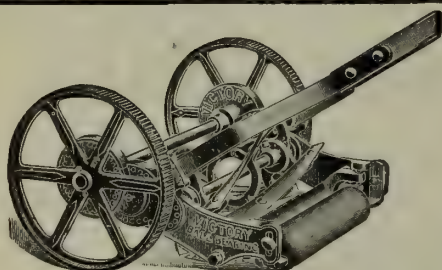
Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO

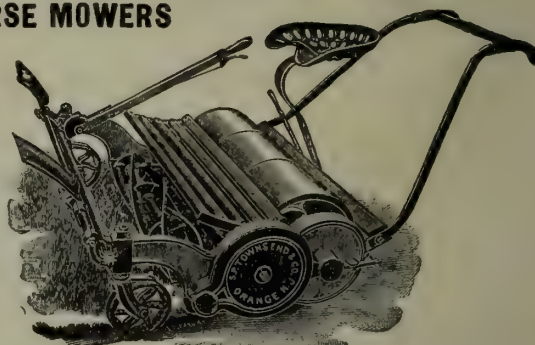


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.



Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices, also full particulars.



J. H. CONNOR & SONS, LTD., OTTAWA, CANADA

Merrick-Anlerson Co., Winnipeg, Agents for Manitoba, Sasatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

Canadian Leaders in Dry Cells The COLUMBIA

The COLUMBIA has proved through its past record that it is the longest lived dry cell on the market, giving a maximum amount of good service.



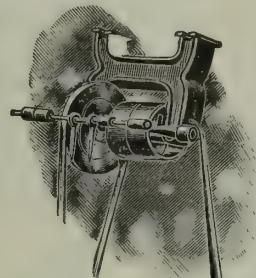
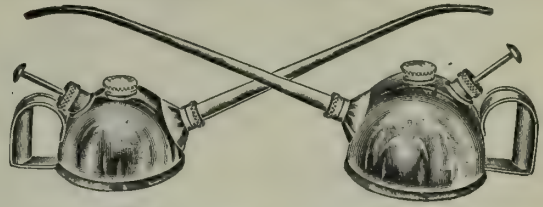
THE COLUMBIA is a high-grade intermittent cell. It is made particularly for all forms of open circuit or light drain work, like that of telephones, alarms, electrical toys, wireless telegraph, etc.

COLUMBIA IGNITOR is an ignition battery. For strong sparking current, long life and quick recuperation, it has a world's record. Its special field is ignition on automobiles, motor boats, gas or gasoline engines, etc.
Address H.M.—11.

**Canadian National
Carbon Co., Ltd.**
99 PATON ROAD
Toronto, Ont.

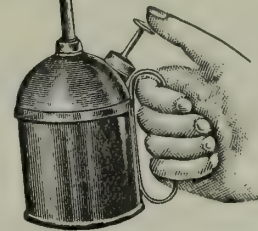
NOTE.—Our New Factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.

Howland's Pump Oilers



For sale by
all Jobbers
in Canada.

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

WESTERN Incorporated
1851
**ASSURANCE
COMPANY**

**FIRE
AND
MARINE**

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - \$ 3,000,000.00

Losses Paid Since Organization
of the Company, over - - 54,000,000.00

HON. GEO. A. COX, President

W. R. BROCK, Vice-President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	\$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

HARDWARE AND METAL



VALUE IN QUALITY

The modern understanding of the word 'quality' is superiority. Quality also implies merit, genuine worth, it suggests individuality, embodies class and sets a standard. QUALITY in our goods is the result of the union of BEST MATERIAL, WIDEST EXPERIENCE, LARGEST FACILITIES, and MOST APPROVED METHODS. The foregoing have placed us in the front rank as manufacturers of goods of Sterling Merit. Every dealer should handle the

St. Mary's Hockey Stick

because it looks well, sells well and wears well. WRITE FOR DESCRIPTIVE PRICE LIST, JUST ISSUED, TO THE

St. Mary's Wood Specialty Company, Limited, St. Mary's, Ont.

BRANCHES:
Montreal and Winnipeg



The Cochran Pipe Wrench

Will increase your profit. Don't bank your faith on the Tools that were good enough a quarter century ago. The world

progresses, and insists on improvement. The COCHRAN successfully meets modern needs and you can profitably prove it. Thoroughly tested and guaranteed.

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa

CAP OR SET SCREWS



IF you want parts that are accurate, have smooth edges and clean cut-off, at right prices, ask for Acme Products.

Millions of parts are turned out each year in our Product Department exactly to customer's specifications. Special Screws are made up accurately and quickly to your samples and drawings.

All sizes of Cap and Set Screws in "V" or U. S. Standard Threads are carried in stock, ready for immediate shipment, at our factories and warehouses.



The National-Acme Mfg. Co.

MONTREAL, St. Decourcelles & G.T.R.

CLEVELAND, 7,500 Stanton Ave.; NEW YORK, 77 White St.; CHICAGO, 449 Washington Blvd.; BOSTON, 141 Milk St.; DETROIT, 1222 Majestic Bldg.; ATLANTA, 3rd National Bank Bldg.

Factories: CLEVELAND, MONTREAL

Warehouses: NEW YORK, CHICAGO.

EVERY SPORTSMAN WANTS ONE



WRITE
TO-DAY

This 14-Candle Power Lamp projects a bright white light 150 feet on the darkest night and fills every lighting requirement for the Camper, Hunter, Angler and Trapper. The

BALDWIN CAMP LAMP

EVERY LAMP
GUARANTEED

weighs only 6 ounces—ready for use—4 inches high. Can be worn on cap or belt, leaving both hands free with rod, gun or knife.

OUR SEVEN MONTHS' ADVERTISING CAMPAIGN

from April to September inclusive for the past two years has put the Baldwin Camp Lamp before more than SIX MILLION READERS of the country's sixteen leading Sporting Goods Magazines.

WRITE FOR OUR 1912 SPECIAL SELLING PROPOSITION

Every Sporting Goods and Hardware Dealer should know all about this Easy Selling Staple. Over 200,000 sold last year. What part of this profit did you get?

JOHN SIMMONS CO., 25 FRANKLIN STREET, NEW YORK CITY
B-32 BOARD OF TRADE BLDG., MONTREAL, CANADA



Saem



Kingston



Morrow



Turenne



Irwin



Avon



Stratton

"New Designs"

Peterborough Bock Mfg. Co., Ltd.
PETERBOROUGH

ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

"GENDRON" GOODS

MAKE EXCELLENT CHRISTMAS GIFTS



Now is the time to display these high-grade articles, as gift hunters will not overlook them.

We manufacture all kinds of Children's Vehicles, Reed Furniture, Doll Cabs, Doll Sleighs, Velocipedes, Auto and Rail Waggon and guarantee them to give long service and the best of satisfaction. "GENDRON" sales mean good profits.

WRITE US AT ONCE FOR CATALOG AND PRICES

The Gendron Mfg. Co., Limited, Duchess St., Toronto



METAL CEILINGS and SIDEWALLS

The best made at any price.

Decrease the cost of interior construction.

Increase Fire Protection, Sanitary Conditions and Artistic Effects in any Building, Public or Private, in City or Country.

A large variety of attractive designs to choose from. Quality and Durability above the average.

SEND MEASUREMENTS FOR ESTIMATE

McFARLANE, DOUGLAS CO., Limited, 250-260 Slater Street
Ottawa, Ont.

A

Sensible Present



ATKINS Sterling SAWS

Add them to your Christmas display. Show them among your Silverware and Christmas Novelties. Suggest them to the woman who "doesn't know what to give him." Suggest a Genuine ATKINS STERLING HAND SAW instead of some jimcrack that isn't wanted or will not be appreciated.

Better look over your stock now and order in a proper assortment, for if you follow our advice, you are likely to sell more saws in December than you have ever sold in any one month before.

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

Factory: HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind

Mr.
Dealer:

Get

Out

After

The

Ventilator

Trade

Look around and see just where Ventilators could be used advantageously in your town. Get the agency for Acorn Exhaust Ventilators, and you'll be surprised at the results.

With fresh pure air in the factory, employees will be able to do better work and more of it. The Acorn Exhaust Ventilator will take care of that. Then, too, pure air is more easily heated than foul air.

Acorn Exhaust Ventilators are designed on the most approved methods of ventilation. Highly recommended by builders and contractors, Acorn Exhaust Ventilators are newest and best. For factories, churches, etc., they are unequalled.

Give this suggestion a trial. When you decide to do so, just write us and we will furnish you with full details.



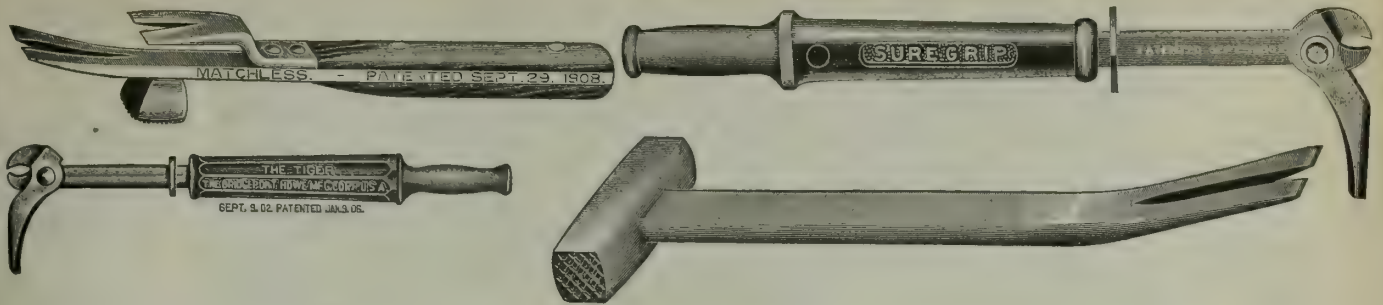
The
Metal
Shingle &
Siding Co.,

Limited

Factories:

Preston, Ont.

Montreal, Que.



Write us for CIRCULARS,
CATALOG,
PRICES.

The Bridgeport Hardware Mfg. Corp.
BRIDGEPORT, CONN., U.S.A.

**THE
HOUSE-
KEEPER'S
FRIEND**

**The "White"
Mop Wringer**

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in
nearly every instance.
They save the labor by
performing it.
They are neat, inexpensive,
durable and agreeable
HELPERS.
Ask your jobber for them.
If they will not supply you
address:

**THE OLD RELIABLE
White Mop Wringer Co.**
Fultonville, N.Y.
Manufacturers of Mop Wringers
exclusively

THE "WHITE" MOP WRINGER
TRADE MARK
REGISTERED
PATENT
IS THE
STANDARD
MOP WRINGER
MADE IN U.S.A.

**This
Trade Mark
Ensures
Genuineness
Originality
Perfection
Satisfaction**

The Name **BISSELL'S** "Cyco" BALL BEARING

on a carpet sweeper is a guarantee of quality

THIRTY-FIVE years experience in the exclusive manufacture of any article means much. The Bissell sweeper of today is the perfected product of thirty-five years development, thirty-five years growth and continuous leadership, and during all these years the Bissell has been recognized throughout the world as the best carpet sweeper made.

The word best has been so often misapplied as to have lost its true meaning in describing an article. But to understand its fitness in connection with the Bissell sweeper it is only necessary to consult the public. Any one will tell you, if a sweeper bears the name Bissell, you need no further guarantee as to quality.

Our new BALL BEARING sweeper runs so easily a mere touch propels it, operates silently, cleans thoroughly without injury to the finest rugs or carpets. There's but one best in anything, and in carpet sweepers no one doubts its the **"BISSELL"**.

If you need additional stock for Christmas trade please TELEGRAPH YOUR ORDER at OUR EXPENSE and goods will be shipped SAME DAY ORDER IS RECEIVED.

Bissell Carpet Sweeper Co.
Grand Rapids, Mich.

(Largest Exclusive Manufacturers of Carpet Sweepers in the World.)

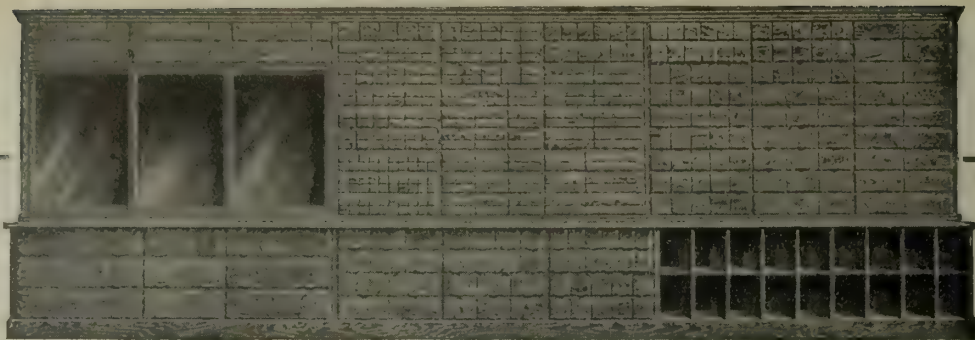
Branches:

NEW YORK (Eastern Office, Salesroom and Export Dept.) 25 Warren St.

NIAGARA FALLS, CAN. (Factory)

LONDON, ENGLAND

PARIS, FRANCE



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving

and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



**Peerless Freezer
Sold Everywhere
Universally Successful**

Easy to grind as a watch to wind

PEERLESS FREEZER

**Favorite with Women. Freezing in Three
Minutes. Advertising Claims Proven in
the Use.**

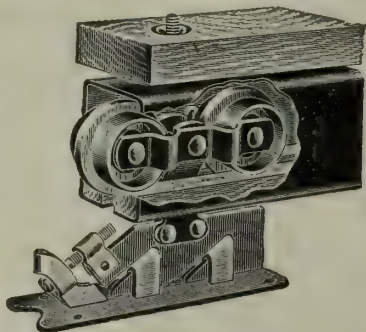


**Dana
Food Chopper**



**Dana Mop Wringer
takes a woman
off her knees**

THE DANA MFG. CO., CINCINNATI, O.



Richards Royal

House Door Hanger is recognized by dealers as the leader in house door hanger construction.

Live dealers sell **RICHARDS ROYAL** for the satisfaction and profits it brings.

Are you getting this profit?

Richards-Wilcox



**MANUFACTURING CO.
AURORA, ILL. U.S.A.**



Door Hangers and Hardware Specialists

Robert Sorby's

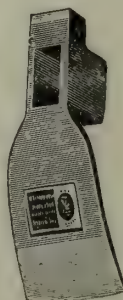
Celebrated Kangaroo Brand.



TOOLS



OF ALL KINDS



Lists and Prices from

Robert Sorby & Sons, Ltd.

SHEFFIELD

ENGLAND

Samples and Prices through

G. H. SAYWELL, SASKATOON

Agent for Saskatoon and District

Quality, Accuracy and Dependability

are three of the features
that have made the

HAMILTON 22 CALIBER RIFLES

popular with every user. These rifles are excellently finished and well balanced and are sure to attract prospective buyers. The working parts of the HAMILTON are very simple and are easily kept clean.

It will be to the dealer's advantage to communicate with us at once and get our circulars and prices.



Write
To-day

C. J. Hamilton & Son
Plymouth, Mich., U.S.A.

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than \$100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

RIGHT NOW

There is always a sale, AND PARTICULARLY AT THIS SEASON, for such sets of tools as these.

GOODELL-PRATT HOME COMPANION TOOL SETS, composed exclusively of tools of the well-known Goodell-Pratt make, will sell quickly and pay a most comfortable profit to those dealers who make a push to secure this business.

Order early, for while our stock is large, the demand is apt to be larger, and you don't want to be disappointed.

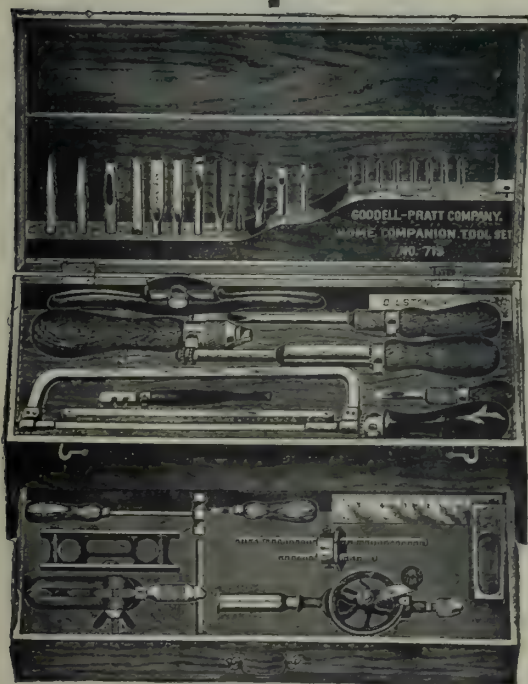
DON'T FORGET IT.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD,

MASS., U.S.A.



CAN WE HELP YOU

There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinner's tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA

can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap

We can help you, but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

RATES: (*payable in advance*) 2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.

HARDWARE & METAL

Montreal

Toronto

Winnipeg

The Publishers' Own Page

HOW H. & M. HELPED TO BUILD A BUSINESS.

A little over a year ago, an energetic young man opened a hardware and stove business in an Eastern Ontario village which was already well supplied with hardware stores. A cynic might have said that this young man stood little chance of making a living, in competition with long-established stores, in a field which, on the face of it, was limited.

That young man, nevertheless, has just closed negotiations for the lease of store premises which will double his facilities. He had to because his business has greatly outgrown his original store.

The reason for his success is that he has made a careful study of hardware opportunities in his neighborhood, and has put all his energy to work, in making the best of those opportunities.

When one of Hardware and Metal's ubiquitous subscription solicitors approached him a few days after he opened his store, he did not hesitate to put his name on the dotted line. He knew that Hardware and Metal could give him the newest ideas on how to conduct his business, in all departments, and, when he received his first copy, he started right in to get his money's worth.

To begin with he wanted to put in a stock that would be suited to his neighborhood. So he first of all looked through the advertising pages of Hardware and Metal. He picked out a line of stoves that seemed to be about the proper thing, and wrote the manufacturers for their agency.

He got the agency and, in that little village, in the face of long-established competitors, he has this year, sold thirty-eight stoves of this make.

A line of washing machines, as advertised in Hardware and Metal, also appealed to this young dealer. He asked for and secured their agency, and has made a big success of it.

Looking around him, he saw an opportunity for pushing the metal roofing business. The other dealers in the village held agencies in this line, too, but he saw that they were not working this field to get the most out of it. So, being impressed by an ad in Hardware and Metal of one of the metal roofing firms, he secured their agency as well, and sold a surprising quantity of their goods.

A couple of weeks ago, the same subscription man dropped in to see how the young dealer was getting along.

"I am making good," said the dealer, "and Hardware and Metal has helped me to do so. I read every number

from cover to cover, and I am constantly running across business building ideas both in the advertising and editorial pages."

Even in the cramped little store that he is about to vacate, this ambitious young hardwareman has found opportunity to develop the ideas on store arrangement and display that he has imbibed from his favorite trade paper. His stock is all neatly arranged, and this not only gives his store the best possible appearance, but also saves space which he has greatly needed.

His display window is an instance of how he has overcome difficulties. It is one of the old-fashion windows that are made up of a multitude of panes, and run right down to the floor. Yet, a base burner is very attractively displayed in that window. First of all, some large packing cases were made to form a platform, and, when covered with oil-cloth, they looked all right. Anyway the display that was made on this improvised platform, certainly attracted a great deal of attention.

"I got the idea of the display from Hardware and Metal," remarked the dealer. "I wouldn't be without the paper for anything."

THE FLATTERY OF CONTEMPORARIES.

Imitation is said to be the sincerest form of flattery, but exact duplication must be considered even more flattering.

If that be so, surely Hardware and Metal has no fault to find with the opinions held of it by contemporaries. In glancing over the pages of our exchanges, we frequently find articles copied verbatim from Hardware and Metal, or only slightly changed.

Now, it is an unwritten law of journalism and an accepted dogma of newspaper etiquette, that articles which are reprinted from another paper should be credited to that paper. Most of our exchanges follow that rule, when reproducing articles from Hardware and Metal, but there are some exceptions.

There is a trade paper called "The Commercial," published in Winnipeg, which has frequently, in its hardware department, reproduced articles from Hardware and Metal, without giving us any credit for them. This may have been simply an oversight on the part of their editor, but, under the circumstances, we feel it incumbent upon ourselves to put forward our claim to having originated much of the Commercial's matter on hardware. In the last copy

which has come to hand (issue of Nov. 18), probably 60 per cent. of the material on hardware, stoves and paints, was lifted bodily from back numbers of Hardware and Metal. In their issue of Nov. 11, fully 90 per cent. of the reading matter in this department, may be traced to Hardware and Metal.

A most amusing case of this kind, came to our notice last spring. An article on stove selling, appearing in Hardware and Metal, issue of Jan. 7, page 36, was so good, that a prominent U.S. trade paper copied it almost verbatim, without disclosing its origin. Then, in turn, it was re-copied in a monthly Canadian hardware paper, without credit being given, either to the U.S. paper from which it was copied direct, or to Hardware and Metal which originated it.

We do not object to having our original matter reproduced in other journals, so long as they regard the ordinary decencies of newspaperdom, by giving us credit. In fact, we welcome these attentions on the part of our contemporaries, for we are so much interested in uplifting the retail trade, that we are glad some dealers will have a chance to read our articles twice.

No doubt, when this matter is brought to the attention of our exchanges, they will see to it that Hardware and Metal is duly credited hereafter, with articles they may be taken from its columns.

A NECESSITY TO THE TRADE.

One of the first things a man naturally does when he buys a hardware business, or opens a hardware store in a new Canadian town, is to subscribe to Hardware and Metal. Some fellow dealer or traveler, or subscription solicitor has told him how necessary it is for him to make a study of his business, in order to achieve success. And he becomes convinced that there is no better way of learning the most approved methods of hardware retailing, than by reading Hardware and Metal every week.

That is why we so frequently receive such letters as these:

"Having purchased the business from W. Hopkins, I find that I will require your valuable journal Hardware and Metal, as an aid."

* * *

"I have just commenced business in this new town. Kindly send Hardware and Metal, as I miss it very much, being accustomed to receiving it in the east at C—, Ontario."

Both the above letters are from new towns in Saskatchewan.

DOMINION RIFLE and PISTOL CARTRIDGES

Push Canadian Made Guaranteed Cartridges in 1912

The margin of profit is much better than in imported brands, while the selling price is considerably lower. Dominion is the best advertised line on the market, and, packed in our new bright lithographed labeled boxes, gives an attractive appearance to your shelves.

And, as for QUALITY, New Dominion is unexcelled for accuracy, high uniform velocity and killing power.



MADE RIGHT SELLS RIGHT SHOOTS RIGHT

If you sell duty bearing brands at the added duty price, what will your customer say when he finds his friends shooting New Dominion, costing much less and giving the very best satisfaction?

The reasonable price of New Dominion, allowing at least 20% more practice without additional cost to the shooter, ensuring higher scores on the rifle range or at the traps, and making possible successful hunting trips, the pleasant memories of which make every shooter a friend, every friend an advertiser.

GOOD MARKSMEN ARE QUICK TO RECOGNIZE GOOD AMMUNITION

Dominion Cartridge Co., Ltd.

MONTREAL, CANADA

"Rogers" Genuine Sheffield Cutlery

MANUFACTURED BY

HENRY ROGERS, SONS & CO., Limited

REGISTERED



H.R.S.&CO
TRADE MARK

SHEFFIELD, ENGLAND

TABLE AND POCKET CUTLERY
OF EVERY DESCRIPTION

REGISTERED



H.R.S.&CO
TRADE MARK

Butcher, Hunting and Spear Point Knives, Fish and Fruit Knives and Forks
Carvers in Cases

CABINETS fitted with steel and E.P. Cutlery of every description.

STOCK CARRIED BY ALL LEADING HOUSES

Canadian Branch: 6 St. Sacrament Street, MONTREAL

How Christmas Department Can Be Made to Pay

Ingram & Davey, St. Thomas, Started a Toy Department Last Year and Found it Highly Profitable—Have Enlarged it Considerably This Year—A Large Business has Already Been Done—Opening Day Held on Wednesday of Last Week.

DOES it pay the hardwareman to enter largely into the Christmas trade?

This question is one which many dealers have been asking themselves for years. A majority have concluded that the weight of evidence inclines toward the affirmative and have gone into the lines which sell readily at Christmas time. But many have remained doubters and have, therefore, not shared in the profits of Yuletide trade.

Perhaps the best way to present the reasons why the hardwareman should strive after Christmas business is to quote from the actual experience of some firm. No better instance could be found than that of Ingram & Davey of St. Thomas, who conducted their first vigorous holiday campaign last year. The results of their first attempt were explained recently by Mr. Ingram to a

representative of Hardware and Metal.

"We have always carried a good stock of cutlery, brass goods, etc.," stated Mr. Ingram, "and have, consequently, done quite a little business at Christmas time. Last year, however, we decided that it would pay us to enter more fully into the business. We put in a stock of toys, utilizing part of our first floor for that purpose.

"We were urged into taking this step by two considerations. The carrying of such goods would enable us to fill in what would otherwise be a dull season; for straight hardware necessarily does not sell any too briskly around Christmas time. The other reason was that people would be brought into the store. Women and children, as well as men, would come in to inspect the wide variety of goods that we carried. They would become acquainted with our store

and see what a large stock we had."

Accordingly, Ingram & Davey laid in a stock of toys and supplemented their supplies of cutlery, brass ware and silverware. The results were greater than they had ever thought possible. Not only did the new department serve the double purpose for which it had been designed originally, but it rolled up a neat profit on its own account. The stock was practically cleared out. The Ingram & Davey store was well filled right through the holiday season; and, in addition to the business done, new customers were secured.

Widening the Scope.

So impressed were the members of the firm with the result of the venture, that they are launching a Christmas campaign this year on a much larger scale. A visit to their store serves as a revelation. On entering the front door



Interior view of Ingram & Davey store, St. Thomas, showing Christmas goods to the fore.

HARDWARE AND METAL

one faces a row of silent salesmen containing cutlery and silverware. More glass showcases—probably a dozen in all—extend along both sides and, at the present time, they are largely devoted to the display of goods suitable for Christmas purchases—brass kettles, gongs, fern pots, umbrella stands, nickel-plated ware, silver casseroles; everything, in fact, of a highly useful and at the same time ornamental nature. On the right side of the store is the sporting goods department, where a handsome array of skates, hockey sticks, etc., is seen.

The Toy Department.

A large sign, "Toy Department on Next Floor," directs the customer toward a wide flight of stairs. The toy department has been stocked on an unprecedented scale—we might almost add the words "of grandeur." There are several long aisles and the toys on display range from tiny tin soldiers to miniature railways with tracks, subways, tunnels and stations complete. A long row of cases contain dolls of all sizes and prices. One readily understands that this department will have an irresistible attraction for every child

in the city, and that it will be crowded from now on. The stock is probably five times as large as that carried last year.

Made Early Start.

Ingram & Davey believe in starting their Christmas campaign early. All their goods were in place by the middle of November and when the Hardware and Metal man called there last week, they reported that sales had already been fairly brisk. "Things will hum from now on," was the confident statement made.



Two views of the toy department of Ingram & Davey, St. Thomas.

Held Opening Day.

On Wednesday of last week the firm held an opening day in the toy department. The public were invited to attend for the purpose of looking over the stock. The invitation was made through the firm's advertisement in the St. Thomas papers. Mr. Laing, who is in charge of the department, further advertised the "opening day" by filling the windows of the upper floor—which are plenty large enough for display purposes—with a choice assortment of toys and with banners, announcing the date.

The opening was a great success. Large crowds filled the store at all hours. No effort was made to effect sales, the idea having been to let people see what a splendid assortment of Christmas goods was carried in stock. Quite a little business was done, however. People saw articles which they wanted and promptly bought to make sure of getting them.

The opening was designed to "hurry up" Christmas shopping. This object was undoubtedly accomplished for, after seeing the splendid stock carried, people will be more likely to make their purchases early.

Does it Pay?

After a visit to the store of Ingram & Davey, one no longer asks the question: "Does it pay the hardwareman to enter largely into the Christmas trade?" The proof that it does pay is so apparent, the wonder grows that so many hardwaremen have neglected, and are still neglecting, this splendid opportunity.

Make an Early Start.

Not only does it pay to take up Christmas lines, but it is highly essential that an early start be made. Representatives of this paper have visited quite a number of hardware stores in different localities within the last two weeks, and found that, on one point the dealers are divided into two classes—those who have already sold a lot of Christmas goods and those who haven't done one jot of business in such lines. It is no coincidence that the former are invariably dealers who have the goods on display in the store and in the windows, while the latter have not yet stirred themselves to the least degree. Apparently the procrastination in shopping so noticeable at Christmas time is not entirely the fault of the public; the dealer, in many respects, is to blame.

devoted to the display of brass ash trays, brass cigar holders, and copper and brass tobacco jars. Could there be anything more appropriate for the smoker? Any man who loves his pipe would be pleased with such a tray. Moreover it appeals to the mother, wife or sister, who might want to make the present, for she knows how a tray saves the rugs, keeping the ashes from falling upon them.

Another store makes a specialty of waste paper baskets. Some of these are in dull brass. Some are of copper. All would be an ornament to a den, and all would appeal to any man, and to any woman, too.

Book Supports Attractive.

In another store brass book supports are shown—book supports which may be placed on the top of another book shelf, and be extended practically to any length so that they may make a temporary shelf for a large or a small number of books.

Artistic and useful are these devices. Moreover they are not exceedingly dear. They would appeal to any book lover, for every book lover knows how volumes accumulate, so that there is not room for them in the shelves. These supports provide a place for such stray books. They give the tidiness—beloved of women, the convenience—beloved of men, and the artistic touch—beloved of both.

Coal Scuttles Sell Well.

Coal scuttles, too, are displayed in some of the stores, coal scuttles made of copper, and coal scuttles made of brass. These are essentially for the women, though men will appreciate them, too. Every one likes a grate fire, but some do not appreciate the appearance of an iron coal scuttle beside it. The supply of coal must be handy, however, if the fire is to be steadily used, therefore it is seen that the brass or copper scuttle enables the supply to be kept, and at the same time removes the necessity of any unsightly object. A brass or copper scuttle is an ornament in library, den, or living room.

There are other brass goods—brass trays, jardinieres, and similar articles. They present a great field for the hardwareman. It is a pity that more do not avail themselves of the good business thus afforded.

HAS ENTERED ACTION.

London, Ont., Nov. 30.—J. B. Hughes, an employe of the London Rolling Mills, has entered an action for \$500 damages against A. M. Smith & Co., wholesale grocers, for injuries sustained in a collision of wagons.

Brass Goods Selling in Hardware Stores

These Being Carried Successfully by Many Montreal Dealers—Appeal to Both Men and Women—Brass Cigar Holders, Ash Trays and Tobacco Caddies Make Good Christmas Presents—So Also Do Book Supports, Jardinieres, Tea Kettles, and Coal Scuttles.

Every year brings different fads and different specialties but some of these fads and specialties prove so sensible that they outlast the season. They become staple goods. It is so with brass and copper ware. A few years ago little of this was used, but of late the demand has revived, and more and more these articles are being purchased. Hardware men are realizing that this is a line they may well carry. As a result they are increasing their Christmas business.

There are some who have not yet introduced these goods. They are not hardware, they say. Well if a brass or copper coal scuttle does not belong in a hardware store where does it belong? Surely a copper kettle also has a rightful place on the hardwareman's counter? But in any case the line dividing one business from another is becoming more and more indistinct yearly. Can a hardwareman handle these lines to his advantage? That is what he should ask himself.

Have Proved Fine Sellers.

Evidently there are many who have found copper ware and brass ware fine

sellers, for a trip through the retail hardware establishments of Montreal shows that these goods are being carried in practically all of the up-town stores—that is in all of the stores which get a well-to-do class of custom, and a good sprinkling of women mixed in with the men.

That is one of the strong features presented by brass and copper ware, they appeal to men and women alike. To be sure kettles and curets are most wanted by women. But then, at this season of the year, men are anxious to find out what is most wanted by women. They, therefore, rejoice when they discover that they can get such a thing in a hardware store. From some retail places a normal man naturally shrinks. He doesn't know his way about them. But a hardware store is different. The man is at home there.

Specialties for Men.

Many specialties come in this brass ware now, specialties which the retailer would do well to stock even yet, if he has not a good supply. In one store, for instance, a part of one show case is

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain, 8s 6d; elsewhere 12s

PUBLISHED EVERY SATURDAY.

FEATURING SILVERWARE.

The hardwareman has many good lines to feature for the Christmas trade, but none more profitable and none more called for than cutlery and silverware.

These lines are becoming every year more popular for Christmas gifts, inasmuch as they combine two very desirable qualities—attractiveness and usefulness. They make eminently sensible gifts, and yet will delight the most fastidious

Every effort should be made, therefore, to feature these lines prominently. Starting early in the season, much earlier than present writing, cutlery, carvers, silver tea sets, cake dishes, salvers, etc., should be placed in prominent position in the store. Window displays and newspaper advertisements should be resorted to, for the purpose of attracting public attention. The results will be eminently satisfactory. A good cutlery and silverware stock will create a profitable demand and will serve the double purpose of bringing shoppers into the store, thus stimulating demand in other lines.

THE UTILITY OF CONVENTIONS.

Within the next few weeks a number of the manufacturing houses are holding their annual conventions. Some have already met. Some have not yet fixed the exact date of their gathering; but such gatherings will be held by practically all. It is well that this should be so.

These annual conventions are proving of greater use year by year. Times change, as everyone knows. And as everyone knows equally well, manufacturers and wholesalers must keep abreast of the times if they are to have continued success.

These gatherings, at which travelers and branch managers may freely state the difficulties they have faced, and the manner in which they believe these might be eliminated, help them to do this.

The manufacturers and the managers get the viewpoint of their selling staff, and the selling staff comes face to face with the difficulties of the producing department.

By the suggestions made, some changes will be effected which will bring the two departments more closely together. And it will be a poor convention if all do not go away more enthusiastic than before, more intent upon getting results, and more able to face and overcome whatever difficulties may arise.

THE TURPENTINE SITUATION.

The turpentine situation is serious. The extraordinary height attained by prices at the first of the year gave the sale of substitutes a marked impetus. People bought substitutes rather than pay the high price asked for pure spirits. Some of them "got the habit," and have used more substitutes than ever before. This, of course, has had an effect on the demand for pure turpentine.

To further complicate matters, the supply of turpentine this year has proven particularly good. The weather has remained warm for an unusually long period and the gum has been running freely. The primary markets have become stocked up. This condition, coming on top of the stiffer opposition of the substitutes, has caused the price of pure turpentine to touch a very low level.

The producers held a meeting recently to discuss the situation. It is understood that the feasibility of curtailing production was discussed. Some felt that a 25 per cent. reduction in the supply would put prices on a more satisfactory basis and eliminate the possibility of present conditions recurring. However, no definite conclusion was reached.

While substitutes have been selling in more or less large bulk in Canada, there is reason to believe that they have not secured as firm a foothold here as in the United States.

CHRISTMAS WINDOW CONTEST.

We desire again to call the attention of hardwaremen and their clerks to our Christmas window dressing contests. The terms are unusually attractive. There are three cash prizes offered for the best displays in places over 5,000 population—\$5.00, \$3.00 and \$2.00. The same terms are offered for places under 5,000 population. In addition \$1.50 will be paid for all photos received, which are not awarded prizes, but which are deemed worthy of reproduction in Hardware and Metal.

It would be wise for dealers to urge their clerks to enter the contest. Contestants will put more thought and care into their window dressing efforts and, even if they do not win a prize, they will profit by the experience and will add to their value as designers of window displays.

BUY IMMEDIATELY AFTER SELLING SEASON.

From a Montreal jobber comes the suggestion that hardwaremen should buy their skates in the spring, not in the fall, as is now usually the case. By doing this, he states, the dealers would know more definitely what they would want the ensuing winter. They would remember the occurrences of the past months; remember where their supply had been too limited, where it had been too large.

It is hard to think of winter when preparing for the summer trade. And yet the reasonableness of ordering a line just when the retailing of that line has closed must be apparent to all. By doing this the retailer would lose nothing but his time. The goods would not have to be paid for or delivered until fall. But they would be on order. The jobber would be better able to make ready to fill that order. He would be able to give the manufacturers some idea of what he would need, and thus all would be prepared.

At present, jobbers are out of some lines of skates, because the supplementary orders have been so large. Undoubtedly there will always be these sorting orders, as the demand for skates seems to be increasing year by year, but they might be reduced to a minimum if the

dealer placed his main order upon the close of the present season. It is the men who do these things who keep ahead of the seasons, who get the best satisfaction for the money they expend.

WHERE THE PINCH IS FELT.

Spelter is so scarce in Montreal that there is practically none to be had. Handlers, when they have had to dispose of, attempt to divide this as equitably as possible among the many in need. At the present time it is stated there are not five tons of metal in Montreal.

The large manufacturers, who use tons upon tons of this metal, are not feeling the shortage greatly. They can buy largely, and are always many tons ahead. But the small manufacturer—the man who buys by the ton and not the carload—he is suffering from the straitened conditions. Perhaps he can borrow from some of those fortunate enough to have good supplies on hand. Otherwise he has to eke out his stock as best he may.

It's the old rule. The man who has resources can guard against hard conditions. Not so the smaller man who dare not tie up too much money.

BUILDING RECORDS SHOW INCREASE.

The statistics of building operations in Canada for the ten months ending with October, have confirmed the earlier expectation of a banner year. Reports from the cities which maintain building permit departments show that October's permits are 15.7 per cent. higher than the previous October, while for the ten months there is an increase of 29.06 per cent. as compared with the same period in 1910.

In compiling these statistics, the records of twenty-nine cities are considered, and, as the aggregate population of these cities represents 24 per cent. of Canada's total according to the latest census, the records may be taken as indicating very fairly the condition of the building trade throughout the country.

No small portion of the hardwareman's turnover depends upon the building operations in his locality. The fact that Canada continues to break past records in the building line, may be taken as a fairly safe indication that the existing prosperity in the Canadian hardware trade is likely to abide indefinitely.

It is especially significant that returns from the thirteen leading cities in Western Canada show an increase in building permits of 54 per cent. over the first ten months of 1910. When this year's crop is marketed there will be more money in the west than ever before, and there is every reason to believe that the hardware trade west of the great lakes should experience the best year in their history in 1912.

FEATURE SPORTING GOODS.

Particular attention should be paid to the sporting goods department during the Christmas season. No branch of the hardware business contains better prospects for profitable trade. Skates are in heavy demand always and the popularity of winter sports in a country so admirably suited for the pursuit of outdoor recreations, creates a demand for hockey supplies, toboggans, sleds, snowshoes and skis. The hardware dealer who carries a well assorted stock of all such lines, is bound to experience a flourishing demand from the first of December on.

The fact cannot be concealed, however, that strong opposition has developed in sporting goods. Skates are sold on all sides, although the hardware dealer, if he handles the trade with sufficient vim to convince the public of the fact that he is still the leader in the skate trade, is bound to get the bulk of the business. Sleighs, hockey sticks, etc., are found in bicycle repair shops, novelty and toy stores and even in the dry goods stores. This circumstance emphasizes the importance of the hardware dealers going vigorously and whole heartedly into the sporting goods branch of trade. Otherwise, the opposition will gradually become firmly established and secure a larger share of the business than hardwaremen will care to lose.

POINTED EDITORIALS.

Spelter is getting so scarce that they may yet sell it in small pieces with Tiffany settings for Christmas presents.

* * *

Glass has been selling at a low level of late years. It is firmly believed that the upward tendency in price can be accepted as permanent.

* * *

Sofa cushions can hardly be termed hardware, though sold in hardware stores. Moreover they are proving a soft snap as far as selling goes.

* * *

Word comes from all sections of hardwaremen entering the field of municipal politics. The trade is getting every year a better representation in public affairs.

* * *

There is a better outlook for trade in the United States during 1912. With the impetus of American prosperity, Canada should make the coming year a record one.

* * *

Get out after your stove prospects. The time has come when people must buy stoves, the weather man having put the idea of further delay entirely out of the question.

* * *

Sofa cushions are being sold in hardware stores now. We haven't heard yet of any hardwaremen who handle millinery or dress goods but this departure may come about any day.

* * *

There is a double moral to that recital of mercantile woes in Chatham. Number one, don't expect to get something for nothing. Number two, patronize home industry, particularly home trade papers.

* * *

The rapid recovery of copper from a state of almost feeble torpidity to one of jocund robustness has been rapid and rather startling. Increased foreign consumption has been the tonic to effect the change.

* * *

"English firm's business expanding," is the heading on a news item appearing in this issue. It is gratifying to note that this statement might be applied to cover in a general way the Canadian trade of Old Country firms. The commercial and industrial development of Canada is being shared in, of course, by British manufacturers.

Special Interior Arrangements for Christmas Display

Temporary Counters May Well be Used, Upon Which Some of the Many Specialties May be Shown—Two Suggested Arrangements, One for a Store of Considerable Width, Another for One Which is Narrow—Dealer Must Remember to Give Plenty of Floor Room Near the Door—It is Also Unwise to Crowd Any Part of the Store.

It is not only what goods a hardware dealer has which brings Christmas business, but also the manner in which he shows them. Articles have to be so arranged, and so placed, that they will meet the eye of the eager Christmas shopper; and also the eye of the regular customer, who has entered the store to buy some staple without any thought whatever of Christmas presents.

The dealer, therefore, must bear two things in mind. He must arrange for the prominent display of his goods, both in his window and within the store it-

In this store there are two of these special counters, but in others, of less depth, one only might prove better. The shape of the counters is that of a hollow square. Inside there is room for a salesman, who can attend to the wants of the customers, and explain the use of some of the articles arrayed on the special show cases.

Leave Room Near Door.

The first counter should be set well back from the door, as, it will be seen, has been done in the store which the cut

the goods are placed too near the rear of the establishment.

What a hardware man has to do, therefore, is to strike the happy mean. He must not get too near the door. He must not get too far from it. What the distance back will be, of course, varies with the store and the amount of custom which may be expected at one time, but it would seem, that at least eight or ten feet should be kept free. In city stores it might be well to nearly double this.

Leave Good Passages.

The arrangement of these special counters meets nearly all the requirements. A great deal of room is given for the display of brassware, cutlery, silverware, plated goods, and the many other articles suitable to the season. Good passages are also left, up and down which the customers may stroll. All that is to be seen they will see.

It is harder to make a special Christmas arrangement in a narrow store, where the counter perhaps, only runs down one side. But though hard, this is not impossible, as was shown in a hardware store situated in a town of about 2,000 inhabitants. There a special sale was held some time ago, at which tables were arranged somewhat as shown in the second illustration. Along the wall where were located the shelf goods, a table was placed. From it much shorter tables ran out at right angles. The first of these was set well back from the door, giving a clear entrance. The second was perhaps seven or eight feet from the first, and the third still further on. None of the tables extended far enough onto the floor to block the passage in any way. Yet, they, with the tables along the wall, gave plenty of

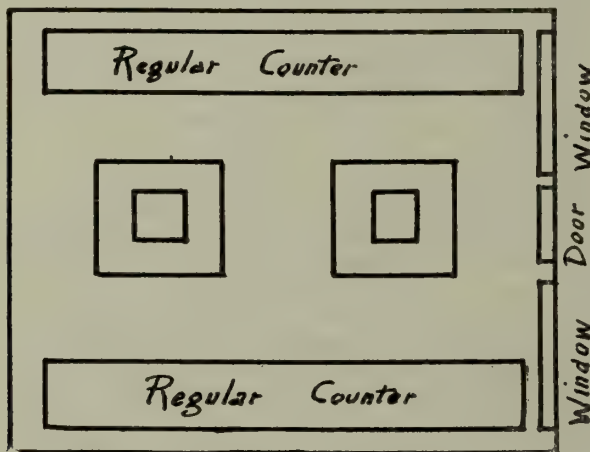


Fig. 1—Temporary counter for display of Christmas goods.

self; and he must guard against over crowding. He must leave a large area of floor space so that patrons will have room to move. In a crowd they will get little chance to see all the specialties carried, but if good room is given between the counters and tables, all who come in will be able to see all that is displayed. It will then be the fault of the buying if there is not something on exhibition to suit the taste of all.

A Good Arrangement.

One good arrangement has been made in a store on St. Catherine Street, Montreal—a store to which both ladies and gentlemen come. Ordinarily the centre is left clear. There are arranged displays of stoves, or perhaps a table is used to enable the booming of some specialty. But for the Christmas season special counters have been prepared, as shown in one of the accompanying cuts.

The arrangement would not be suitable for every store, but for one of good width, where ample room is given between the counters, it can hardly be improved upon.

illustrates. Always there is some confusion about the door of a shop during a busy season. People are coming in and going out. It is absolutely necessary that show cases should not be placed so near the entrance that congestion will result.

Yet, it is wise to have the special display well to the front too. It's purpose is to attract the attention of the incoming patrons. This cannot be done if

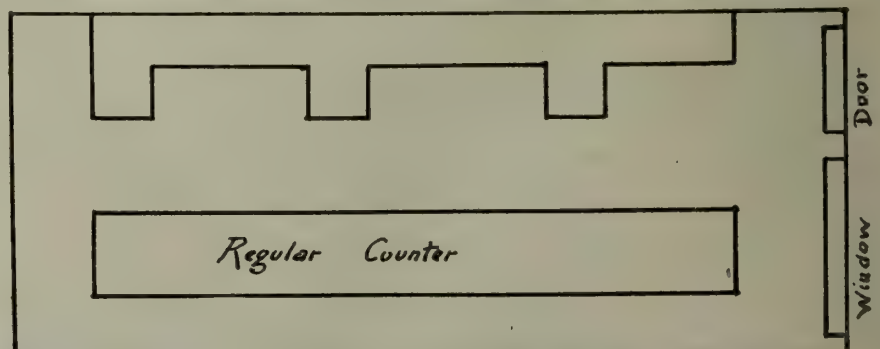


Fig. 2—Temporary table for display of goods—arrangement suitable for narrow store.

room for the display of goods. Customers could move in and out among them
Not a Perfect Arrangement.

This system, while not as good as the other one, to which reference has been made, yet might well be used at Christmas time. True, the salesmen would have to be outside with the customers, but that is not an unmixed evil. There is, undoubtedly, a tendency to overcrowd a store with this arrangement, but care would prevent this. A dealer should remember though, that it is better to have two special tables on which to display goods, than three, which so crowd the store, that the shopper has difficulty in moving about.

Of course, the arrangement of tables in this way also interferes with the regular shelf goods somewhat. But this need not be a great hindrance. Enough of the staple lines can be moved behind the regular counter to supply whatever demand will likely arise during the holiday season.

This subject of special arrangements for the display of Christmas specialties is one well worth the serious consideration of the hardware man. Many devices might be adopted. The two cited above are only suggestions. They merely illustrate the requirements—space for display, without detracting too much from the space for shoppers.

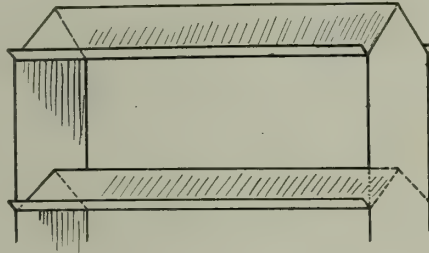
add story on special arrangement for Christmas

Good Device for Narrow Store.

A device particularly well adapted to a narrow store is being used for the display of Christmas goods by a man who does not wish to relegate his stoves to the background. On one side of his store runs the counter, from which are purchased regular shelf hardware, cutlery, sporting goods and similar lines. On the other side are the stoves. The space

left for customers to pass to and fro is not great. Evidently there would not be room for a special counter, and the dealer was wise enough not to attempt to install one.

What he has done is far more effective. He has had made something looking more like a long book shelf than anything else, only with the shelves in the shape of an inverted V. Upon the two sloping sides of these shelves are arranged brass goods, safety razors—many of the specialties which are suitable for Christmas presents.



Occupies but Little Room.

The display detracts practically not at all from the floor room. Nor does the arrangement hurt the appearance of the store. Rather it improves this. It acts as a screen, separating the stoves from the hardware and specialties, and it is so covered with the articles on sale that it presents a brilliant appearance. Even the ends are not allowed to look bare, for against one of these is arranged a display of skis, while hockey sticks and skates hang at the other.

Probably this whole arrangement did not cost the hardwareman more than a few dollars. It might be made as cheaply by many other dealers. The device would be of service next year as well as this, and it is safe to say it would do much to bring purchases.

Orders for Paint are Being Placed Early

"Dealers are ordering ready mixed paint for the spring trade already," was the statement made by a Toronto manufacturer this week. "They are coming into the field earlier than I ever remember before."

As a general rule, active booking for the spring paint trade begins shortly after the first of the year. This year the start of the trade has been antedated by a month; for already a large number of orders have been placed.

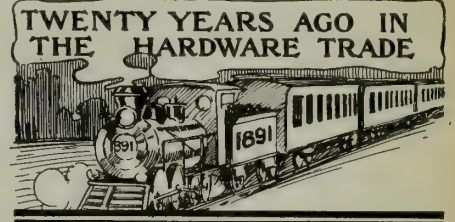
The probable reason is that the manufacturers and jobbers have started in earlier to work for the business. It is believed on all hands, that 1912 is going to be a great paint year. Although the present year has been marked by pretty general activity, there has been a great deal of painting left over, because some people entertained the opinion that the

price of paint was high, and the hope that a reduction would be seen before long. When this delusion is exposed—as it certainly will be—these parties will be forced to come into the market, and the result will be a very heavy demand. American manufacturers are counting on this development, and there is no reason why the same conditions should not obtain in Canada. In consequence, the Canadian manufacturers are preparing for a busy year.

Of course, the orders placed so far this year for spring demand, represent but a small fraction of the probable demand. Still, it is an indication of a tendency to stock up earlier. Fault has frequently been found with the retailer, on the score of his tendency to leave off ordering until the very last moment. A good many dealers do this. As a result,

they frequently have to pay a higher price for their goods, and they crowd the manufacturer at times when he has difficulty in handling the demand.

Early ordering is favorable tendency, both from the standpoint of the retailer and the manufacturer.



The following items are taken from Hardware and Metal issue of December 5, 1891:—

"Price & McMurty, dealers in hardware and housefurnishings, St. Thomas, Ont., have been succeeded by Geo. A. McMurty & Co."

Editor's Note.—Geo. A. McMurty & Co. are still in the hardware business in St. Thomas, and are operating under the same firm name as they adopted twenty years ago.

"Montreal commercial travelers have formed a circle in the interest of temperance and purity of life, and expect to add a number of commercial travelers to their ranks before long."

Editor's Note.—The circle referred to was no doubt similar in its aims to the Gideons, who were organized among commercial travelers a couple of years ago.

"Alexander Kennedy, a well-known traveler for James Warnock & Co., edge tool and carriage spring works, Galt, died at his residence on Wednesday."

Editor's Note.—James Warnock & Co., have been for several years, out of business. Their plant lay idle for awhile, but is now being operated by the Allan Hills Edge Tool Co.

"T. P. Calkins and Geo. Calkins, have hardware stores exactly opposite each other in the thriving town of Kentville, N.S. What trade one does not get, the other is certain to secure, and, Kentville, being the most live and prosperous town in the Annapolis Valley, the "Evangeline" district of Nova Scotia, they are sure of a successful business career."

Editor's Note.—Both T. P. Calkins and Geo. Calkins are still in the hardware business at Kentville, and have greatly prospered, thereby fulfilling Hardware and Metal's prediction of twenty years ago.

Letters to the Editor

OPPOSED TO TIPPING.

Editor Hardware and Metal:—

I have read your recent editorial on "tipping" and I quite agree with the item. I think that this custom is growing too rapidly in Canada, and travelers should nip it in the bud, right away.

I do not think hotel help are paid enough, and yet, rates are put up on the slightest pretext. Why should travelers and guests of any hotel, be compelled, as it were, to help pay the wages of its porters and help, when the proprietors have such tastes for fancy race horses, and autos—to say nothing of the adulterated stuff they serve up to their guests?

I am going to ask one of the directors of the Commercial Travelers' Association, to read your editorial to the meeting on December 28.

TRAVELER.

A RELIEF SUGGESTED.

The Editor, Hardware and Metal:—

In your paper of November 18th, on page 40, we read in black type "Transportation Relief Needed." The situation is carefully reviewed in the article, and immediate relief is asked for.

Well, tell the jobbers to go to a sales stable, and buy a few teams; then take the teams to a harness factory, and have harness fitted to them; then telephone to a wagon shop for drays, to an employment agenet for a few teamsters, and get them to work. By night, a boarding stable can be located, and troubles of this kind will be over. Now every jobber knows that this can be done, and why do they not do it? Because they would have to pay for the outfits, and pay for wages and maintenance. Is this not as it should be? It seems reasonable to the writer. Again I ask why they do not do it? Because this charge would then have to be borne by the people to whom it really belongs (the shipper), as the railroad company would not collect the fee off the retailer, or receiver, at the destination, because it was not hauled to the freight shed by the regular transportation teams that really belong to the railroad company, and as the transportation business (cartage) is a profitable one, naturally the railroads wish to retain it. If the jobber could get the railroad to send on goods by freight, with the cartage charges added, he would have long since bought the horse, etc., but he can't. Therefore, he sits down and complains.

If he does not wish to put his money into cartage equipment, then give his hauling to a private individual, or company, who can do it. I hear him say, "there is no private individual or company I can get." And there never will be, so long as he gives all his regular hauling to the railroad teams, and expects a private individual or company, to appear and haul for him to-day, and disappear until the next day he is in trouble. But let him make a contract with these persons, and no doubt they will give him a far superior service to what he is now getting, both in busy and slack seasons, for the reason that they will be directly under his control, and responsible to him. Much of the goods broken in transit, are broken before they ever see the freight shed at the shipping point.

What would Mr. Jobber say if he were asked to pay a few cents extra at his home before getting his parcel from the delivery man of the retail store? He would put up a shout that would be easily heard, and rightly so. But he does just the same thing when he has the transportation company call around to his warehouse, and sends on the goods with a charge attached to the waybill for cartage, which has to be paid before the purchaser can get possession of his goods.

The retailers asked to have this charge removed several times, but were always turned down cold.

I thank you for your valuable space in your paper, and think I am voicing the feelings of every retailer in Canada to-day.

FILER.

FIND NEED OF EXTENSION.

Montreal, Dec. 1.—C. O. Clark & Brother, Cote St. Paul, manufacturers of sleigh bells, have added to their plant this year, a new two story building, 40 x 50, having been erected. Orders for the sleigh bells have been coming in so rapidly lately that a further enlargement seems necessary, and plans are now being prepared for a new building. This will be more up to date than the present factory, and considerably larger.

MADE AN EARLY START.

Winnipeg, Nov. 28.—The Winnipeg shops are resplendent with their gorgeous array of Christmas goods. No matter which direction one heads on the main thoroughfares of the city the indications of the approaching season of "good cheer" is apparent. So, it is up to the intending shoppers who have made a resolution to shop early, to do their duty. Everything has been secured from the markets of the world to satisfy the taste of the most fastidious Winnipeg Christmas gift purchaser.

To have all the Christmas gifts in the shops now ready for sale is a record for Winnipeg merchants. Every year it seems the merchants of this city do all that is in their power to make the strenuous task of selection for their customers a pleasure at busy Christmastide.

This year all previous records have been broken, both in the excellence of the goods offered and the early date at which they have been placed at the disposal of customers. Last year, it was well on towards the last of November before the shops assumed the holiday air, and even that date was early for Winnipeg. This year, benefiting from the success of last year, merchants decided to go one better and prepare for the advance guard of shoppers almost two weeks earlier than last year.

Hardware Letter Box

Fuel Saver.

M. Weichel & Son, Elmira.—"Can any person inform us where J. A. & A. M. Kennedy are located at the present time. Their former address was Blenheim, Ont., and they handled the Lyons Fuel Saver."

Can any subscriber furnish us with this information?—Editor.

Christmas Decorations.

Robt. McVittie, Southampton.—"Please let me know through Hardware and Metal, where Christmas decorations can be purchased, suitable for hardware stores."

Clatworth & Son, King West, Toronto; Dale & Pearsall, Toronto; John Forman, Craig street, Montreal, and Munderloh & Co., Victoria Square, Montreal, carry combination electric and holly fixtures; Hodge & Sumner Co., St. Paul street, Montreal, and the Borgfelt Co., Coristine Bldg., Montreal, also handle decorations.—Editor.

Stove Patterns.

E. Boucher, St. Hyacinthe.—"Can you tell us where to get patterns of stoves made in 1894 by E. O. Labelle?"

Paradis & Boisvert, Inc., manufacturers of safes and steel ranges, 276 Craig street east, Montreal, handle these patterns.—Editor.

WINDOW SUGGESTS COMFORT.

Chatham, Ont.—A window very strongly suggestive of the comfort which a big coal heater will provide is being shown by the Willard Hardware Co. The window represents a sitting room, and is furnished with an oak table, a heavy oak rocker, and a large coal heater. On

the floor is oil cloth, to represent hardwood flooring, this being in turn covered with a buggy-robe, which represents a rug. On the table is an electric lamp, wired; while a wire is also provided to the heater. As a result, when the light is turned on at night, and the red tissue in the heater glows with a semblance to real coals, the effect produced is very cosy. The window at the back is partly curtained, while the remaining space is filled with a screen. Good taste is shown in the selection of the furniture throughout, and the display cannot help but give the passer-by a very good suggestion of the comfort provided by the heater, which is the leading feature of the display.

ALL READY FOR CANADA PAINT COMPANY'S CONVENTION.

The Canada Paint Company's Convention is to be held in Montreal on December 6, 7 and 8. The whole selling staff will attend, with the exception of a few travelers from the extreme west. All the problems and difficulties which have been encountered will be discussed, and plans laid for next year's campaign. The gathering will be brought to a close with a dinner.

APPOINTED SALES MANAGER.

John T. Hamilton, formerly manager of the Southern States Turpentine Co., Toronto, has been appointed sales manager of the Turpentine Producers' Agency, with office at 140 Victoria St., Toronto. This firm are distributors of turpentine, rosins and linseed oils, and have a warehouse with G.T.R. and C.P.R. sidings, at the head of Macdonell avenue.

WE'RE STRIVING FOR PERFECTION

There are probably but few of our subscribers and advertisers, who realize how perfect an organization is required to successfully publish a national weekly trade paper, such as Hardware and Metal.

A trade paper is valued by dealers who pay their money for it, in the proportion that it can help them to make or save actual dollars and cents in their business. The wonderful hold that this paper has on the hardware trade of all the Canadian provinces, is not due to any sentimental attachment subscribers may have for the publisher or editor. It is simply because Hardware and Metal comes to them fifty-two times in the year, bringing the latest and most accurate market news, whereby they may regulate their buying plans; the brightest selling ideas; the most advanced retail business methods; the

sanest and most unbiased editorial comment on topics of vital interest to the trade.

To collect all this matter at first hand and give it to the trade while it is new, requires the employment of a large and able editorial staff. During the past two years, our editorial expenses have been doubled—all because we are determined to spare no pains in giving to the Canadian hardware trade, a valuable and thoroughly practical trade paper. Our editors keep in constant touch with hardware dealers all over the country, so that the newest and best ideas in retailing are always to be found in our paper. That is why Hardware and Metal is looked upon, throughout Canada, as an indispensable aid to the hardwareman who wants to make a success of business.

One of the executive heads of a large Montreal concern, who has had hardware experience both in Canada and the United States, recently remarked to one of our representatives: "The more I read Hardware and Metal, the more I am convinced that there is not a trade paper in Canada or the United States, that can equal it."

ASSORTED BRUSH BOX.

The Boeckh Bros. Co., of Toronto, have recently placed on the market a box of assorted varnish brushes also flat paint brushes for household purposes with divisions for each size of brushes. The price is printed on each space. The box of varnish brushes contains 5½ doz., and the flat paint 2½ doz., and gives the

that the display method is a very important factor in the selling of brushes.

BIG BUSINESS DEVELOPS.

Cleveland, O., Nov. 30.—The Iron Trade Review to-day says: Among the important developments of the steel trade during the past week are the placing of contracts for furnace coke aggregating 1,400,000 tons for delivery over 1912; the announcement that a new basing card on merchant steel pipe will become effective December 1, showing further reductions of from \$2 to \$4 a ton; heavy trading in basic pig iron; continued buying of equipment by the railroads and the withdrawal of extremely low quotations on steel bars by at least one large independent steel company. Additional tonnage is under active negotiations. Two large steel companies which have not been regular buyers of basic pig iron in the open market are quietly figuring upon heavy tonnage and are expected to buy upward of 50,000 tons. The American Rolling Mill Co. has practically closed for 15,000 to 20,000 tons of basic, and two other companies have bought upward of 6,000 tons, while the Westinghouse Air Brake Co. has purchased upward of 5,000 tons of foundry, grey forge and special iron for first quarter shipment. Additional buying of freight cars and semi-official announcement that the Pennsylvania and other roads are quietly figuring upon a large number of cars have resulted in some of the large car builders withdrawing low quotations made in connection with recent awards.



dealer a good margin of profit. One of the travelers for this firm has reported that in several instances, while these boxes were on the counter for hardware dealers' inspection some customers came in and selected a brush out of the box, thinking they were for sale. This shows

One large company is now quoting 1.10c Pittsburg, as the minimum on steel bars, and will not promise delivery within five or six weeks. Other steel companies which have large orders for steel bars on their books are expected to take similar action in the near future.

News and Methods of Canadian Hardwaremen

Hardwareman is Running for Reeveship — Firm Using Motor Truck With Good Results—A Classified List of Gifts in Advertisement of Western Firm.

Toronto.—A number of the hardware stores in the city are prominently showing a line of storm doors, which, they find, are readily sold to householders. In fact, this is becoming as distinctly a hardware line here as screen doors.

A particularly good idea in storm doors has come to the attention of the writer. This is a convertible door, which may be used in winter as a storm door and in summer as a screen door. The storm sash, glazed, is fastened in with buttons. In the spring, this may be removed and screen sash inserted. The idea is good, and the doors noticed were constructed of first-class material, with a neat-appearing finish.

CLASSIFICATION OF GIFTS.

Winnipeg, Nov. 27.—Ashdown's are advertising Christmas goods on the classified plan. Under the caption, "Christmas Gift Suggestions for Every Friend You Have," a long list of suitable gifts are given. "Men's Gift Articles" include pocket knives, safety razors, strops, razors, brass tobacco jars, brass cigar boxes, writing sets, pocket manicure sets, electric water heaters, sterling silver match boxes, sets of tools, boxing gloves and punching bags. "Suggested Gifts for Ladies" include scissors in cases, leather hand bags, manicure sets, sewing sets, fancy clocks, silver tea sets, silver bake dishes, cut glass articles, toilet sets, electric reading lamps, irons, toasters and percolators, table cutlery, carvers, carpet sweepers, chafing dishes.

Lists are also given for boys and girls.

CUSHIONS ARE HARDWARE NOW.

Montreal, Nov. 30.—Surely the old order has changed in the hardware trade, for now, in an uptown hardware store where shelf goods and even stoves are sold, sofa cushions are being displayed. Moreover, they are selling. Shown in the window, they have attracted the attention of passers by, and early though it is, many people have gone inside and purchased these for Christmas presents. These cushions are not exactly hardware, but they fit in admirably with the sporting goods department, for they are made in club colors, like sweaters, and pennants.

STOVE DEALER USING MOTOR TRUCK.

London, Nov. 30.—J. A. Brownlee, stove and furnace dealer, 385 Talbot street, some months ago added a 25

horse-power motor truck to his equipment for doing business, and informs Hardware and Metal that the experiment has proved most satisfactory.

In the opinion of John Kingsborough, of the selling staff, the truck is doing approximately the work of three horses. Its particular specialty appears to be getting over heavy country roads with a load of stoves or furnace parts. It is good for a dash out into the country with cavetroughing and back at a rate that would be impossible for horses, and is just as convenient for a trip about the city with coal oil and gasoline orders.

It is worth mentioning that the truck can be backed with loads into positions where no amount of patience would induce a team to place a wagon, and also into places from which a team could hardly haul a vehicle again.

Mr. Brownlee's son is driver, requiring only a small amount of instruction on the inauguration of this part of the rolling stock. Mr. Brownlee has not done away with his horses, but at present is fulfilling the qualifications of the merciful man by working them on alternate days. The truck is expected to do its work all winter, in the city at all events.

The Brownlee store is the only retail concern of the kind in London to use a power truck as yet, though, among the retailers, one dry goods firm and one grocer have adopted them.

A WESTERN STORE.

The accompanying illustration shows the interior of the store of W. H. Tay-

lor, Dundurn, Saskatchewan. Mr. Taylor has a neat establishment and carries a good-sized stock of all hardware lines. During the time that he has been in business in Dundurn, he has worked up a splendid connection. As will be seen from the picture, he has a good stove department and, during the fall season, has sold a large number.

HOLIDAY TRADE BEGINS.

St. John, N.B., Nov. 25.—With the holiday season fast approaching, local dealers are exerting every possible effort to capture all that is possible to have come their way, and the stores in many instances have already assumed the festive appearance associated with the Christmas period. The recent cold spell accompanied by a fall of snow which covered the streets proved of immense benefit in that it acted as a stimulus to trade, causing quite a run on many lines needed for warmth and comfort at this season. Ice was made on the lakes and streams this week, and this induced the featuring of skates and sleds with most dealers, and as this opening of the sporting trade in winter goods needed for the purpose, is pretty much associated with the holiday business, it may be said that the Christmas trade has already really begun. Indications are that the sale of winter sporting wares will be particularly brisk, because of the fact that several local bodies are interesting themselves in the formation of hockey, basketball, and bowling teams, and another gun club has been formed. Added to this the general interest in outdoor pastimes there is every reason to believe that from now until well after Christmas will be a particularly busy period for the hardware dealers.



Interior view of W. H. Taylor's store at Dundurn, Sask.

HARDWARE TRADE GOSSIP

Ontario.

Col. Gartshore, of the McClary Mfg. Co., was in Toronto on Tuesday.

M. Weichel & Son, Elmira, have been appointed local agents for Beaver Boards.

Miss Ottie Parker has taken a position as bookkeeper in Kennedy's hardware store, Ailsa Craig.

The Belleville Hardware Co. indoor baseball team, defeated the Steel Co. of Canada nine by 24 to 20.

Albert Taylor, Cobalt, has been south on a business trip. He reports that trade is booming there.

Fred Campbell, on severing his connection with the Taylor-Forbes Co., Guelph, was presented with a Masonic ring.

The Gurney Foundry Co. are to build a shop on Adelaide St. West, Toronto, for \$9,000. It will be solid brick and structural steel.

A 16-year old lad has been convicted of entering the hardware store of the Fulton Hardware Co., at the Canadian Soo, and fined \$100.

H. B. Ashplant, accountant for George White & Sons, is likely to be an Independent Labor candidate for the legislature in London.

The Buffalo Furnace Co., will build their Canadian branch factory at Port Colborne. It is said that the plant will cost \$1,000,000. A site is under option comprising about 45 acres.

Cecil Esson, an employe in E. & S. Pollard's hardware store, Petrolea, was painfully burned while lighting a gas stove in the tinshop. He will be unable to work for two or three weeks.

The Humphrey Bicycle and Hardware Co., Toronto, have gone out of the retail hardware line, but are still handling skates and sporting goods.

Symon & Campbell, of Sault Ste. Marie, have disposed of their business to the Sault Hardware Co. W. J. Keyes, formerly of Lewis Bros., Montreal, has been appointed manager.

A fire broke out in the factory of the Patterson Manufacturing Co., Toronto, makers of tar paper and roofing. About \$1,000 damage was done to machinery and stock. The loss was covered by insurance.

Taylor Bros., Carleton Place, have built a new modern office at the end of their store, and have installed cash carriers, to facilitate the handling of cash. The new arrangement will effect a great economy in the time of the clerks, who will now be able to serve more customers.

The council of Sarnia is entertaining a proposition from the Mueller Manu-

facturing Co., relative to the location of a brass manufacturing plant there. The company ask for certain concessions and agree to spend \$100,000 in lands, building and machinery, and to employ from 75 to 150 men.

W. D. Harris, Jr., of the Canada Metal Co., Toronto, is in Winnipeg, in connection with the completion of the new western factory of the company on Chambers St., Winnipeg. It is expected that the factory will be ready for the commencement of operations by the first of the year.

One of Cornwall's oldest business men, Nelson Turner, a prominent hardware merchant, died on Saturday, after a long illness. He was eighty-seven years of age, and had lived in Cornwall since 1841. From then until 1852, he was in the service of the Upper Canada Stage Co. He then entered the employ of Alexander & Skinner, hardware dealers, and five years later, succeeded that firm in business. One son, Henry Turner, who has been connected with his father's business for some time, is the only surviving child.

Quebec.

C. O. Bower is in Canada, representing Sir William Arrol & Co., England, manufacturers of cranes.

George Henderson, manager of the Maritime branches of Brandram-Henderson, spent the latter part of the week in Montreal.

A. Ramsay & Son, Montreal, will hold their annual travelers' convention in a fortnight. All the members of the sales department will attend.

McClary's Montreal branch will move into the new factory on Wellington St. in a fortnight. Work on the building has now been nearly completed.

Ald. Graffety, of Westmount, was the speaker at the Montreal Builders' Exchange luncheon on Wednesday. He took for his subject, "Lumber, Past, Present and Future."

Among the Quebec retailers coming to Montreal on business this week were G. P. E. Lussier, Sorel; S. Bourgeois, St. Hyacinthe; H. Gougeons, St. Jerome; E. Boucher, St. Hyacinthe, and P. E. Caron, Chambly Basin.

Western Provinces.

The Tudhope-Anderson Co. are to erect a warehouse at Swift Current, Sask.

James Franks has bought out the hardware store of the Gibson Co., at Wapella, Sask.

Word has been received of the death of T. S. Gray, hardware dealer, at Unity, Saskatchewan.

J. W. Calver, hardware and implement dealer at Dubuc, Sask., has been succeeded by Calver Bros.

M. Patterson is succeeding R. L. Brown as manager of the McBride hardware store, Cranbrook, B.C.

A note from Fruitvale, B.C., says:—"A. Mears, hardware merchant, imported a car load of flour and feed last week."

R. F. Sanderson, hardware and furniture dealer, Alix, Alta., has disposed of his furniture stock to Duncan A. McDonald.

H. A. York, formerly of Frothingham & Workman, Montreal, has accepted a prominent position with Ross Bros., Edmonton.

D. D. Campbell has sold his hardware and jewelry business to Sam Norris, of Creelman, who takes possession about the first of the year.

A dissolution of partnership has been effected by the Transcona Hardware Co., Transcona. The business will be carried on by J. Slopin.

The store of the Taber Hardware Co., Taber, Alta., was entered by amateur burglars, it is believed. An unsuccessful attempt was made to blow open the safe.

Canada Metals Limited have purchased a site at Lethbridge, near their present premises in the wholesale section, and will build a large new warehouse in the spring.

Carscallen & Co., hardware dealers, Hillhurst, Alta., were reported as early as November 24 to have their stock all in readiness for the holiday trade. A special reduction was made for the tool trade.

The Marshall Wells Hardware Co., Duluth, Minn., have purchased a site on 11th avenue and 14th street east, Calgary. A warehouse, 50 by 70, and with foundations of sufficient strength to carry 6 storeys, is to be built.

ENGLISH FIRM'S BUSINESS EXPANDING.

The Canadian business of May & Padmore, Birmingham, manufacturers of builders' hardware and brass goods, has grown to such an extent that Thos. W. Kirby, Toronto, their Canadian representative, has been compelled to seek additional assistance from the head office.

As a result, Walter H. Hewitt, who has had fifteen years' experience with this line, in England, is coming over to take charge of the Toronto office, during Mr. Kirby's absence on journeys to the coast.

Put Price Cards in Christmas Window Displays

It Will be Found Profitable—Holiday Shoppers Appreciate Windows Where the Price Marking Plan is Followed—The Record-breaking Results of an Ontario Hardwareman—Some Objections Voiced.

One of the moot questions at Christmas time is the advisability, or otherwise, of displaying price cards in the windows and store. There was a time when the advocates of the price marking system were few and far between. But, inasmuch as they got results, there was a steady procession of converts until at the present time the number of hardwaremen, who persist in their opposition, is comparatively small.

Still there are merchants who do not believe in marking the price of articles in their store windows; and they can give pretty good reasons too. "My opposition on the next street is cutting prices," a hardwareman explained to the writer recently. "He fills up his windows with articles on which he is cutting and marks the price of each. If I were to mark the prices too, people would note the difference without entering either store and my opposition would get the business dead sure. As it is, I make my window displays attractive but I do not indicate any prices. Consequently, people have to come in to find out how my prices compare with the other fellow's; and once inside, I can talk quality to them. To talk quality is the only way to offset cut-price opposition. A card, marked with a price, 25

cents higher than the other store is charging, does not inform people at the same time that the article will give better satisfaction and last a year or so longer."

This is one instance where the dealer is possibly justified in refraining from the use of price cards. The circumstances, however, are unusual. The price-cutter, while not extinct as a species, is becoming less common. Hardwaremen are acquiring enough wisdom to realize the need of demanding a fair price. Though there may be certain cases where it pays the dealer to eschew the use of price cards, such instances are rare. In a large majority of cases, real and tangible benefits will result.

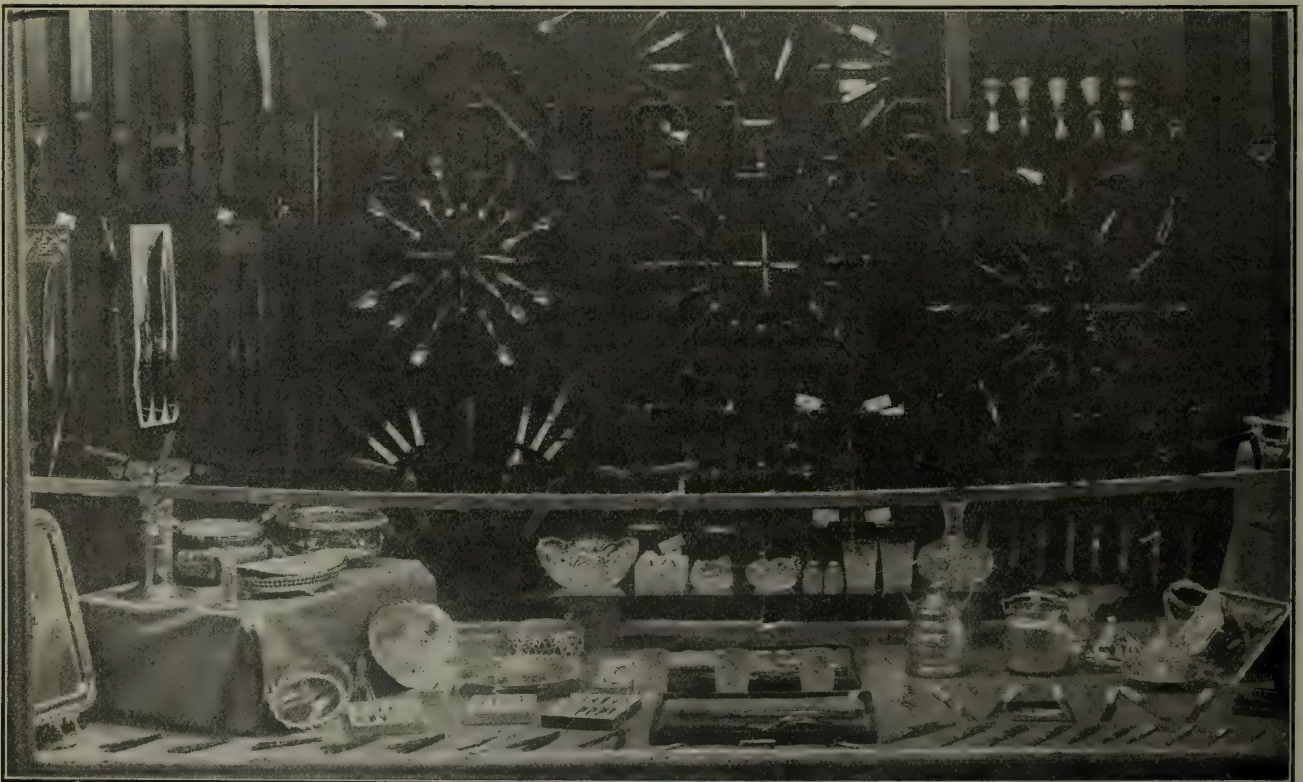
Many instances have been brought to the attention of Hardware and Metal recently to prove the strength of this assertion. One of the most striking is a sale of knives effected by D. W. Douglas of Campbellford by means of an unique system of price marking.

Record Sale of Knives.

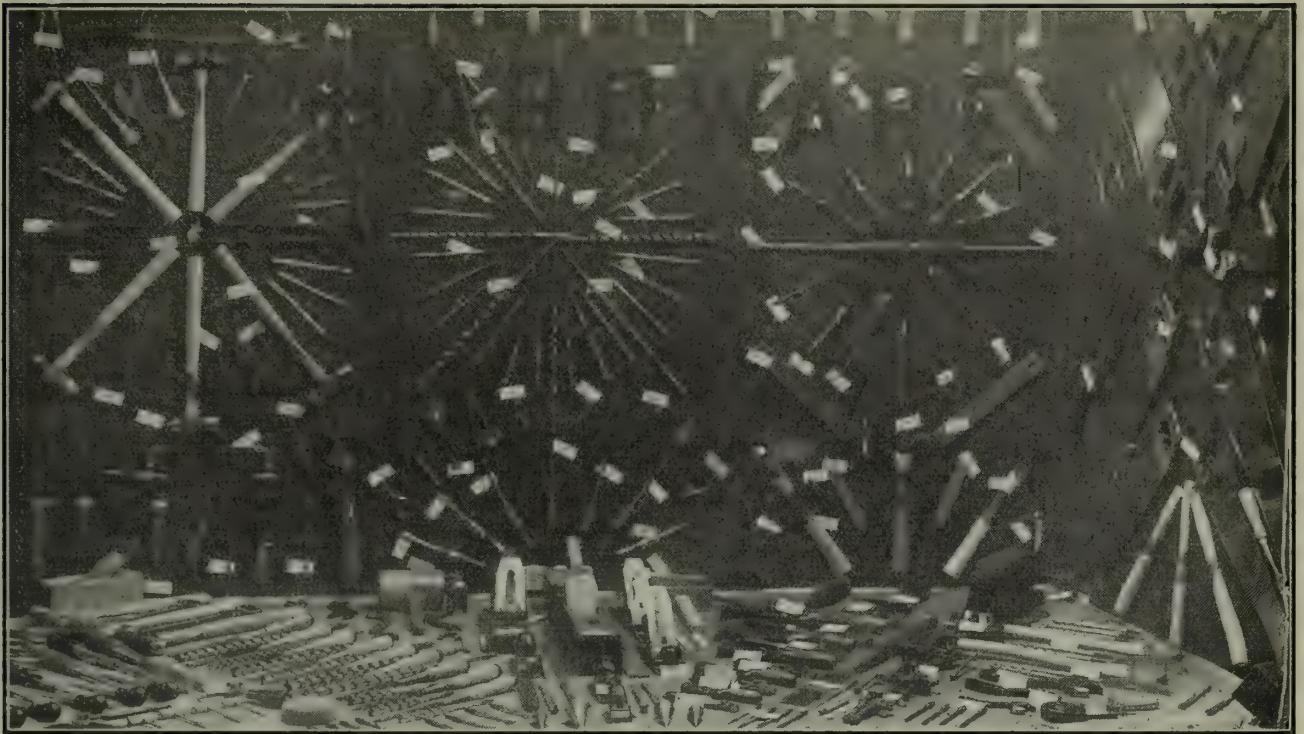
C. H. Smith, who looks after the window dressing in the Douglas store, recently arranged a display of cutlery as shown in the accompanying illustration.

A red background, with a yellow bottom afforded a striking and effective color scheme. Among the goods shown were pocket knives, razors, razor strops, safety razors, carvers, silverware and cut glass. The feature of the display was a strip of 1 in. x $\frac{1}{2}$ in. wood, painted white, which was fastened to both sides of the window, so that it rested against the glass. A line of pocket knives of all sizes and descriptions, were stuck in the top of this strip, and the prices were marked under each on the white wood. "The number of knives we sold was something wonderful," writes Mr. Smith. "Every other article in the window was price marked and we had splendid sales."

The result obtained in this instance can reasonably be credited to the fact that the prices were shown. People looked over the selection of knives, picked out one which suited them both as regards quality and price, and bought that particular one. Mr. Smith affords further evidence of a conclusive nature of the advisability of price marking. The companion window to the one instanced above was devoted to a display of tools. The color scheme was the same—red and yellow—and the tools showed up in fine style. Practically every article was



Window display dressed by C. H. Smith for D. W. Douglas, Campbellford, which resulted in record sale of pocket knives—note price cards.



Window display in D. W. Douglas' store—every tool was price marked.

price marked. "From this we certainly derived great benefit," he writes. "All lines of mechanics' and carpenters' tools were shown and the display attracted much attention. We did a record business in these lines."

Can Trace Results.

A significant feature is the fact that dealers who adopt the marking system become, in practically all cases, ardent supporters of the plan. "I put as much attention to window dressing as I can possibly afford, and I tag everything that goes in," was the statement of one wide-awake and eminently successful young hardwareman. "Talk about direct results, we get them right along. When I put in a display of a certain line of goods, sales in that line go up with a bound. People come in and ask for what they want, generally naming the price. The sale is made, of course, before they step into the store. As soon as another window display is put in the sales drop down to normal again and activity is transferred over to the new line put in the window."

At Christmas Time.

Price marking is particularly necessary at Christmas time. On starting out to do their holiday shopping, most people have not decided just what they intend to get. They probably have an idea as to about what would be suitable but the final selections are not made until after the stores have been visited. The one point on which a vast majority of shoppers have made up their

minds, however, is in regard to price. They know just how much they can afford to expend for each person on their list. The writer has known countless cases where parties have started out with a list containing just the name of the persons for whom gifts were to be secured, and the price to be paid in each instance. These "estimates" were rigidly adhered to.

Christmas shoppers, therefore, appreciate windows where the goods are price marked. They will linger twice as long before displays where this plan has been followed. It gives them an opportunity to judge whether any of the articles shown will suit. Time and again shoppers pass by windows where the very thing they have been wanting both as regards price and quality—is on display, but is not marked. Instances where people fail to enter because the price looks too high when they might have been induced to buy had they entered the store to ask the price are much more rare.

The dealer who marks his goods at a fair profit only, need not fear to make his prices public.

THOMAS FYSHE, VICE-PRESIDENT BRANDRAM-HENDERSON, LTD., PASSES AWAY.

Montreal, Nov. 28.—Thomas Fyshe, vice-president of Brandram-Henderson, passed away at his home on McTavish street Sunday afternoon. Three years ago he was seized with a paralytic

stroke, and since then he has not been his old active self. The end, therefore, was not unexpected.

For some time Mr. Fyshe was connected with the paint industry, having come in through friendship for Mr. Henderson, the head of the Brandram-Henderson. It was in 1907 that he became vice-president of the concern.

But Mr. Fyshe's interest in paint manufacturing was largely financial. His life work was banking. Born in Scotland in 1845, he came to Canada and Montreal in 1867, joining the Bank of Nova Scotia. Through sheer merit he rose, step by step, and finally went over to the Merchants' Bank of Halifax as general manager. For that bank he did splendid service, giving up his duties only when forced to do so by poor health three years ago.

Mr. Fyshe was revered by all who knew him. He will be missed.

The funeral took place on Thursday.

HARDWAREMAN FOR REEVE.

Leamington, Ont.—Chas. Lendon, of Lendon Bros., has announced himself a candidate for reeve of Leamington for 1912. Mr. Lendon has served on the council already, and in addition has seen similar service in Wallaceburg, where he formerly resided. Harry Lendon, who was a member of the 1911 council, is announcing his retirement.

E. E. Brush, who opened a tinsmithing and plumbing business in Comber recently, has sold out to Thos. Beattie of that place, and returned to Essex.

Paper Bag Cooking Becoming More Popular

Educational Campaign Carried on in Many Newspapers Has Done Much to Popularize This New Method—Advantages Should be Explained to Customers by the Dealers Handling the Bags—These Obviate Necessity of Washing Dirty Pans—They Prevent the Smell of Cooking Permeating the House.

The educational campaign which has been carried on in the newspapers is bearing fruit, and paper bag cookery is becoming more and more popular.

For years and years women have cooked in pots and pans. They have scrubbed these pots and pans. The custom has become ingrained with the grease. It is hard to change a custom which has endured so long. Women are now becoming more and more interested in paper bags. These have not taken the place of pots. Probably they never will do that. But they are being used largely in the large cities, and the point which is especially encouraging to the handlers is that those who order bags come back for more.

Troubles to be Faced.

But there are troubles before the manufacturers and the handlers yet—troubles which they frankly admit they cannot overcome themselves. They need the assistance of the trade.

The principal difficulty is to get those using the bags to understand the simple principle. Explanations of the system have been given in the papers, through which the bags have been largely handled to date. But many people seem to need things told them by word of mouth. For instance, one lady in Montreal bought some bags recently and wrote complaining because the result of her cooking was not satisfactory. She had put the bag with its contents upon the stove. Naturally the trial was not a success. The bags essentially are for use in the oven.

Points to be Emphasized.

Strong points in favor of the bags—points which might well be brought out by those handling them—are the saving in trouble which they effect, and the freedom they give from savory, but perhaps too penetrating odors.

Every woman knows the horrors of dish-washing. And every woman knows the culmination of the horror—the pots and pans. These need scraping and scrubbing after some meats have been cooked in them. But with the use of paper bags all this is obviated. The meat is taken out and put on the table; then the bag is thrown away. They are cheap. One may well be used for each cooking.

Absence of Odor.

In small houses, especially, the odors from the kitchen are annoying. It is

not nice for the lady entertaining in the drawing-room to scent—and to know that her caller, too, must scent—the veal cutlet, cooking in the kitchen for the evening meal. This is not pleasant, yet it has seemed that it could not be helped.

But now a denial is given to this. Kitchen odors, it appears, are absolutely unknown where paper bag cookery is known. The cutlet is put in a bag. This is properly sealed. The meat is cooked, but not a bit of the odor escapes. Those who have tried say that it is even possible to cook fish and onions in the same oven, and not only to be unconscious of their presence, but also to find each untainted by the other when ready for dinner.

Orders Bring Repeats.

These are some of the facts that those handling this new line might well remember and explain to customers. Even after the campaign which has been carried on in the papers, only the few fully understand the way this new cooking appliance works. The dealer must make some effort, but the experience of many already in the field seems to indicate that orders once secured will bring repeat orders.



By "Mack."

At last the pendulum of popular preference for the young man in business life has begun to swing to the opposite pole and the man now classed as senile so far as executive ability is concerned is to be provided with an indefinite extension of time should he reassume the responsibilities of leadership in the advance of modern civilization. Those of us who have been under the self-delusion that our powers are on the wane about the period of life which carries us into the early forties will have to revise our knowledge in the light of recent re-

searches of the physiologists. The old theory of maturity at twenty-one is now modified somewhat and it is shown that many important organs go on developing until much later. For example the heart reaches the zenith of its powers at the age of forty-five. As this is the most important vital organ in the body, upon the vigor and action of which our future success, both physically and commercially is largely dependent, it is not a misrepresentation to refer to anyone of this age as being a young man. It seems to me a very stimulating thought partaking of the nature of reprieve for thousands condemned to failure by the presentiment of the futility of re-engaging in the struggle for recognition after the age previously mentioned. The lengthening of the span of human life and the contracting term of active participation in it are apparently contradictory and, to receive a renewed impulse for engaging in work at forty or forty-five, should furnish the elements of hope and power that make it possible to maintain the youthful outlook at sixty. Instances of very old men who are world figures in art, politics and industry are so well-known that their names are left to the memory and we are confidently told by men of science that, given certain hereditary conditions, we may in general expect to equal the longevity attained by these eminent individuals. The most modern labor saving inventions have been conceived by young men as a rule, but the really old of the human race are said to be only those who refuse to use them and thus to keep in touch with the progress of the age in which we live. The inference to be drawn from these proofs may be contained in the well known axiom that gives a man credit for being as old as he feels. Many men engage in new enterprises and extension of their business with more enthusiasm and optimism coupled to native capacity at an advanced age than younger rivals, reaching to pinnacles of success followed by greater prosperity which inspire observers and wins well merited applause from their friends and foes alike.

PLAN HARDWARE EXHIBITION.

A movement is on foot to organize a Hardware Exhibition in Montreal for February. A proposal to this effect will be submitted at the regular monthly meeting of the hardware section of the retailers' association.

Special Bargains to Bring Trade

Dealers Sell Some Line Near Actual Cost Price to Attract the Passersby—One Man Has One Specialty for Every Week—People Coming in to Buy This, Buy Also Other Goods on Which There is a Good Profit.

"Hit 'im in a wital spot," exhorted Dickens' famous character, Sam Weller, in addressing an old London cabby.

That's what a number of hardwaremen are doing now. They are hitting the people in a vital spot, by showing in their window some article which is for sale at a remarkably low figure.

Making a specialty of one line, in this way, appears to be bringing good results. At least, that is what those who are trying it say. There is one man in Montreal, for instance, who arranges to have some feature each week. He sells this as cheaply as possible, causing people to pause before the window to look at the article—so much in demand, so low in price.

Must Appeal to Many.

Getting an article which will appeal to a large number of people is necessary to the success of the scheme. They will come inside to get the specialty offered, and while there will often buy something else. It is out of this "something else," of course, that the dealer makes his profit.

Last week, for instance, one of the men who had adopted this scheme, decided to sell coat hangers at 2 cents—Not much need of using the back of a chair at that rate, is there? He had a display arranged in the window, upon which the price being asked was prominently shown. Then he waited for results.

The wait was not a long one. Coat hangers appeared the "vital spot" of many passers by. Men came in. Women came in too, all to buy coat hangers. Some got nothing else. Many, in looking about, were attracted by some other article, and bought.

Not Below Actual Cost.

Now the dealer was not selling below actual cost. He got those coat hangers at \$1.75 a gross. Still, when the cost of running the store, of arranging the display of those coat hangers, and of selling them was considered, he probably was losing. But he has found that this loss is but small compared with the gain. The immediate sale of other goods which results, is considerable. But even greater are the benefits which come from people getting the habit of visiting that store when they want anything in the line of kitchenware, or any other hardware goods.

Casseroles a Specialty.

In the hardware department of a department store, Casseroles—those popu-

lar Christmas gifts—are now being used as a feature—a certain line being sold at figures considerably under \$2. How they can be retailed at that; where the buyer secures them; is not known. Perhaps they are being dispensed with at an actual and considerable loss. Even so, they are doing good service, for displayed in one of the windows they are attracting hundreds to the hardware department. It is then the fault of those who have arranged the counters, if other goods—which yield the store a true profit—are not bought.

Many Dealers Might Adopt Scheme.

Men who have tried this system of selecting a specialty in the frank effort to find the people's "vital spot," state that it is a success. Possibly some would prefer not to show a bargain like this every week. They may find that makes the occurrence so common, that it is not greatly noticed. Others may prefer to change the lines even oftener. Different conditions have to be the dealer's guide in deciding these points. What might bring fine results in a large city, might be of little or no use in a town. But the idea, slightly modified, perhaps, might well be used by many dealers.

MERCHANTS DEFRAUDED.

Chatham, Ont.—A number of Chatham merchants are anxious to warn their confreres in other parts of Canada against what looks like a slick advertising swindle.

Preaching that "It pays to advertise," a smooth stranger struck this city about four weeks ago with what looked like a good proposition. In fact, to the wiser heads, it looked too good to be true.

Approaching a hardwareman, the man represented himself as the agent for a hardware journal, published monthly in Chicago. He offered a year's subscription to his paper for \$1, and promised to give, as a premium, 200 lead pencils with the merchant's name and business address printed on them. The pencils were to be distributed by the merchant for advertising purposes.

The man appears to have appealed to pretty nearly every line of trade, and to have varied his appeal to match the particular merchant he was talking to. To a jeweler, he announced himself the representative of a jeweler's journal; to a butcher, the agent for a butcher's magazine, and so on.

In a number of instances the \$1 was passed over, the agent giving a written receipt, signed with what purported to be his name, together with a street address in Chicago. In most cases, the merchants reasoned that the pencils alone ought to be worth the money. The agent stated that the pencils would be forwarded as soon as they could be printed, which would be in about two weeks' time.

When, after two or three weeks, the pencils failed to arrive and the trade paper did not put in its appearance, the merchants became suspicious. On comparing notes, it was quickly realized that the whole proposition was a fake. The two weeks' delay gave the man plenty of leeway in the matter of getting beyond the reach of the local authorities.

That more merchants did not fall for the scheme was probably due largely to the fact that a resolution condemning advertising schemes (other than legitimate newspaper, poster and circular advertising) was passed some years ago by the local Retail Merchants' Association, and that since then merchants here have been rather chary about going into such propositions.

OF INTEREST TO FARMERS.

The Eclipse pumper, a new line put upon the market by Fairbanks-Morse & Co., is expected to fill a long-felt want of the farmers. It renders them independent of the wind for supplying water to their cattle. It enables water to be kept continually on hand for use in the house.

A guaranteed Fairbanks-Morse engine is equipped with a pump jack which may be attached to any pump. This device will pump 1,140 gallons per hour, against 140 foot head, and all for the consumption of a pint of gasoline.

The pump jack may be removed, and the engine used to operate a separator, a churn or a washing machine. The one device thus meets several daily farm needs, with but little trouble for moving.

The company is bringing the device to the attention of the farmers, and dealers should find a ready sale. Farmers know what water means to their cattle. When they see this machine guarantees well-filled drinking troughs they are at once interested.

PATENTS RECEIVED.

135,750, E. H. Hotchkiss, New York, N.Y. Staple strips. The E. H. Hotchkiss Co.

135,751, Jno. P. Crosthwaith, Sadieville, Ken. Permutation locks. Crosthwaith Mfg Co.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Linseed oil down 5 cents per gallon.

Turpentine down about 3 cents per gallon.

Tin up \$1 a cwt.

Toronto.

Linseed Oil.—Down 5 cents.

Turpentine.—Down 3 cents.

Tin.—Up $\frac{1}{2}$ cent.

Copper.—Up 10 cents per cwt.

MONTREAL.

Montreal, Dec. 1.—There has been a good deal of incident in metals this week, more a good deal than some of the handlers could wish. They would be satisfied, for instance, to notice a decline in tin. But there seems little hope of this. Copper, too, remains strong, stronger than it has been for some time.

As far as spelter is concerned, the exciting fact is that the supply is so low. It is practically impossible to get any. Indeed, sales are few and far between. There were a few tons put upon the market this week, but they were immediately bought up. It is the small buyer who is being squeezed by the scarcity. The large manufacturers, for the most part, buy some months ahead, and are thus prepared for an emergency. These fortunate ones have been able to lend to the less fortunate in the present emergency.

Tin.—On Tuesday, prices on the English market opened £1 lower than on Monday. At once the word went out that the syndicate was attempting to depress the market for the Banca sale, which, coming at the end of the month, will put 2,500 tons more of Straits into circulation. But later in the day prices rose again, contradicting this rumor. Since then the market has been high and steady. There is little metal in town. Last week one handler had ten tons. That supply was disposed of almost as soon as put upon the market, and that in spite of the advanced figures. Those selling in small sized lots have had to increase the price asked, from \$46.50 per cwt. to \$47.50.

Antimony.—The metal is one of the few which is not attracting any attention. Prices remain steady, and the supply is sufficient.

Lead.—The situation remains much the same as last week. There is a strong market. The supply of lead is limited all over, and here in Montreal, it is ex-

ceedingly scarce. But some shipments are expected soon, which will give the needed relief. The future is not certain, but handlers state that the present price is fairly high, and will hardly be increased for some time.

Spelter.—In Europe this is scarce. The American supply too, seems to be limited. Either that, or it is being controlled successfully. East St. Louis has risen to \$6.85, a pretty high level.

In Montreal, at present, there is probably not five tons of the metal on the market. Of course, manufacturers have some, but the small buyer is experiencing great difficulty in getting any of the metal at all. By the end of the month shipments are expected. They will be welcome.

Copper.—The death of Baron Rothschild, who was interested in many copper propositions, is held responsible for a drop, which occurred early in the week. This was to be expected. That the lower level touched did not last more than a few hours, speaks much for the strength of the market at the present time.

At the moment the market is fairly quiet. Those who were caught by the advance are waiting, hoping for a drop. But the heavy purchases of those who anticipated the rise, has so decreased the stock, that it is none too great for the demand. Prices remain steady, but the market is remarkably strong.

Pig Iron.—Here, too, the supply is hardly large enough for the demand. What is on the market is being snapped up quickly.

TORONTO.

Toronto, Dec. 1.—There is a distinctly better tone all around on the metal markets. This is due to various causes, the chief factor being the material betterment of conditions in the United States. Trade has picked up wonderfully on the other side of the line, and this tendency, is reflected in Canada.

Metal men speak enthusiastically of the prospects for the coming year. "There is every reason to suppose that we are going to have an active year," said one jobber. "There is an unprecedented amount of steel for structural and railway purposes being used in Canada. Why, in Toronto alone, enough is being used to insure a brisk trade. The steel used for the new viaduct means a heavy demand."

Tin.—The price quoted here is 48 cents, one-half cent of an advance. Never before has the truth been demonstrated so convincingly that the syndicate controls the tin market absolutely

and beyond all cavil. The ring can boost or break the market at will, and the only safe course, seemingly, is to buy from hand to mouth. The trend of things has been distinctly upward of late, and, if indications, go for anything, further increases are to be looked for. It cannot be taken for granted, however, that the syndicate will hold to this course.

Copper.—The market is very strong and active. Foreign consumption is so heavy, that American stocks are being rapidly diminished, with the natural result that prices are rising almost to the European level. The local price has advanced from \$13.75 per 100 pounds to \$13.85. Metal men agree, that all indications point to continued activity in copper. The improvement is not temporary; on the contrary, it is thought that copper has entered on a long term of prosperity.

Antimony.—One of the few dull metals on the market is antimony. There is little demand, and the orders received are mostly of the sorting variety.

Lead.—The lead situation is largely the same. The demand is as heavy as ever. On the other hand, the supply has not improved to any extent. Local stocks are light enough to create a feeling of anxiety among metal men, for there is no evidence yet that the future will see better supplies coming forward.

Spelter.—The stringency in spelter is as keen as ever. The demand is heavy—for the season—and the supply on hand is so light, that jobbers are satisfying their customers with the greatest difficulty. "The shortage will continue for some months," was the statement made by one metal man. "There is no trace of diminution in the demand and the supplies coming forward are light." The price here is firm, and a further advance would not surprise.

Plates and Sheets.—There is a steady demand. Prices remain firm.

Pig Iron.—There are lots of enquiries for the first half of 1912. Prices remain firm, as follows: Canadian Foundry, No. 1, \$19, and No. 2, 50 cents a ton less. Old Country iron is quoted at \$19.50 for Middlesboro No. 3, and \$50.25 for Clarence No. 3; Summerlee No. 2 is \$22, and Cleveland No. 1, \$20.50. Jar-row and Glengarnock irons are at \$20 and \$22 respectively.

Old Materials.—Business is good with prices ruling as follows: Heavy copper wire, 10 $\frac{1}{2}$ c to 11c; heavy yellow brass, 7 $\frac{1}{2}$ c to 7 $\frac{3}{4}$ c; heavy red brass, 9 $\frac{1}{2}$ c to 9 $\frac{3}{4}$ c; heavy lead, \$2.90; light copper and bottoms, 9 $\frac{1}{2}$ to 9 $\frac{3}{4}$ c; tea lead, \$2.40; machinery cast iron, No. 1, \$14; No. 1 wrought, \$10; malleable, No. 1, \$8 to \$10; miscellaneous steel, \$6 to \$7; stove plates, \$11.

HARDWARE MARKETS

MONTREAL.

Montreal, Nov. 30.—A cheering word comes from the jobbers this week. It is that trade in many lines is much better than during the same period last year. Weather strip is mentioned as an example. More of that has been sold to date this year, than was sold all last fall and up to the opening of 1911.

Skates too have been on the move this week. Business in this line shows a marked advance over last year. More and more, the people are buying these sporting goods. More and more, apparently, they are being used as Christmas gifts.

Sleigh bells have been going so rapidly that the jobbers are face to face with a shortage in many lines. There is only one factory making these goods in Canada, and it has been called upon to fill so many orders this year that the reserve stock is all gone. The jobbers, therefore, are having to wait for the goods which they badly need to replenish their stock.

The cartage difficulty has been only partially relieved by the close of navigation. Still many packages have to be moved from the harbor, and so busy are the drays on this work that the jobbing houses are experiencing great difficulty in getting their goods taken from the warehouses to the stations.

Seasonable Goods.—As well as sleigh-bells, for which the demand is exceedingly large, there is a good call for all winter supplies. Horse blankets, though sold largely in October and the opening days of November, are yet wanted by the dealers, who are forwarding sorting orders. Wire door mats too are selling well, while weather strip has gone so fast that a new record for sales of this is announced by several jobbers.

This is the season for stock taking, and yet the orders have been coming in so well that little time has been given for the work.

Christmas Goods.—Here again an improvement over the sales of last year is noted. Plated goods have been going well. So have electrical devices such as toasters and irons. Then the regular lines of cutlery are going out in practically every shipment. The hardware men have been making a strong bid for the Christmas trade. Apparently they are getting it.

Household Goods.—The demand is steady, the feature being a call for coffee percolators, bread and cake mixers, and choppers. On this line the Christmas season has not any great effect.

Sporting Goods.—“I don't know where the skates go to,” remarked the sales manager of one house. “Every year I order more than the year before. Every

year I think I have bought too much, and yet I always find myself about this time, short of supplies. Dealers should place their orders earlier. Then we would know what to expect and would not have to cause any disappointment. I think the right time to order would be when the skates are being put away in the spring. Then the dealer would remember exactly what lines had been most in demand. He would know pretty accurately what he would need for the next year. His order would not have to be shipped until October or November but it would give us something to go upon.”

Another sales manager states that nearly twice as many skates have been sold from his house this year as last. There seems no stop to the orders even yet.

Builders' Hardware.—Just a steady call is being noted, door knobs being perhaps in the greatest demand. Building paper is still selling well. So is wrapping paper. During the year there was some trouble caused by the water being so low that it would not run the mills. This necessitated the use of electricity, with an added expense of production. Despite this prices remain low.

Heavy Hardware.—Bolts, iron piping and nails are still scarce, but the situation is improving.

Cement.—Orders are coming from the contractors now. Small ordering from the farmers, and through the dealers for the farmers, has well nigh ceased.

TORONTO.

Toronto, Dec. 1.—The feature of the hardware market is the demand for Christmas goods. All lines are now selling very briskly. Although many hardwaremen had their stocks ordered a fortnight or more ago, the large proportion are still in the market, and activity keeps up unabated. The jobbers expect no diminution in the demand for a couple of weeks yet.

A marked departure is the call for goods of the most expensive variety. Apparently, hardwaremen are entering briskly into the holiday trade this year.

The freight congestion here is about as bad as ever, and the jobbers are seriously hampered as a result. Not only is it difficult to get supplies, but shipments are also delayed.

Seasonable Goods.—The colder weather has made the demand brisker in all lines. There has been a heavy trade in lined mitts and gloves, while blankets have been selling in large quantity. The same can be said of snow shovels, wea-

ther strip, sleigh-bells, sleigh-heaters, sidewalk scrapers, sleds, etc. A touch of snow is needed to bring the trade to its busiest point, but no complaints are being voiced. The demand for weather strip has been noticeably heavy this week.

Christmas Goods.—With Christmas less than four weeks off, dealers are sending in rush orders for holiday goods. There are no signs of apathy now. All is bustle and alertness. The jobbing houses are being crowded with orders. Cutlery is in especially heavy demand and, in fact, there has been a splendid demand for silverware of all kinds. Cut-glass, brass goods, chafing dishes, percolators, etc., are selling in large bulk.

Household Goods.—The demand for household and kitchen goods remains steady. Not being limited to any one season, but being, rather of the all-year around variety, trade in such lines is uniformly steady at all seasons. Jobbers report, however, that the demand seems to have been quickened some by the near approach of Christmas. Pots, pans, kettles, etc., are moving satisfactorily.

Builders' Hardware.—The demand has fallen off some, but it is still quite satisfactory for this time of year. The season has been unusually prolonged and, in some sections at least, the result has been a much larger trade in builders' hardware than usual.

Heavy Hardware.—Booking is continued. Prices remain firm. Price quotations are:—Discounts on carriage bolts, 3-8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Sporting Goods.—Skates are very much in demand. Not only are some large orders being booked, but supplementary orders are pouring in with every mail. The demand, in fact, promises to break all records. Hockey supplies, toboggans, etc., are also in good demand.

SHARPENING MACHINES.

To look at so common-place a thing as a sharpening machine most people would think it absolutely impossible to say or write very much about it. The Luther Grinder Mfg. Co., Milwaukee, Wis., are just putting out a new machine with so many uses that they have found it hard to tell all about it in a 40-page book 9x12 inches in size. Reading this book is a revelation of the number of uses to which one machine can be put.

Knowing the attractiveness of pictures to the ordinary mind they have wisely crammed the pages with illustrations. Every one of them, however, shows a different attachment and the various uses to which this adaptable grinder may be put. The book is a radical departure along grinder advertising.

Trade Conditions in America Show Improvement

Metals are all Active and Steel is Being Used Largely for Railway and Structural Purposes—Canadian Markets Will Benefit — Interesting Commentary on Current Metal Topics.

There are unmistakable indications that trade conditions are on the mend in the United States, and inasmuch as the state of trade on the other side of the border has a marked and inevitable effect on trade in Canada, this improvement will be hailed with delight in this country. The Canadian metal markets have been hampered and kept down all year by the depressing influence of the American markets, but have managed, nevertheless, to maintain a satisfactory activity. With buoyancy and confidence showing themselves, in the United States, conditions in this country next year should be marked by extreme prosperity.

The following extract, clipped from the "Metal Market," is significant of the change in sentiment south of the line.

"The volume of trade makes us certain that unless some unforeseen political or labor troubles puts the world back again we are heading straight for a boom. An excited upward movement nearly always follows a period of depression in which plenty is done but profits are small and people are discouraged. Then comes a little more heart and a little more enterprise, a buying movement sets in and the volume of trade which has passed unnoticed in the dull years is suddenly clear to everybody."

The Copper Situation.

The improvement is most marked, perhaps in copper. This metal has been the least satisfactory of all, perhaps, during the year. Lack of confidence, created mostly by the talk of over production, has marked copper transactions right along. A pessimistic attitude has been maintained by buyers and sellers alike. But lately, copper has been gaining in strength. The situation can best be described by quoting from the last fortnightly report of C. S. Trench & Co., New York:

"We are beginning to feel what copper at around £55 in Europe, and around 12½c here, means in the consumption of this most important metal in the requirements of the world. It takes some time to demonstrate it, but it is plainly visible in Europe, and the question is how much longer can it be disguised in America. In ten months the public stocks of the metal have been reduced 25 p.c. in Europe, and have

only increased 10 p.c. in the United States, and without any increase in the invisible stocks here or abroad. Were it not that we can see an increase in our production, we think prices would be rapidly advancing."

There seems to be nothing to warrant the fear that the present strength of the copper market is only a lull in the pain. The fact that the world's copper surplus is decreasing with almost incredible activity, is sufficient to dispel that suggestion. There has been a shrinkage of over 100,000,000 pounds in the past two years, and the demand is growing. No more convincing evidence could be asked that the demand has overtaken the production.

Spelter and Lead.

The outstanding feature in connection with these metals is that the world's demand has grown wonderfully of late. The shortage which has developed in both lead and spelter this year has brought that fact forward with convincing abruptness. The recent advances in price have evidenced in a tangible way the speed with which demand has out-paced production.

The situation has developed into something very little short of a famine on the Canadian markets. Some time ago stocks were almost depleted of lead, and supplies are still very light. Spelter has now become the storm centre and there has been a scramble for "short rations" at all Canadian points. Many Canadian metal jobbers have been compelled to refuse orders except those of the most pressing and immediate nature.

It is obvious that both spelter and lead will show continued strength, no matter how heavy future production may be. It will take considerable time, under any circumstances, for the supply to overtake demand.

The Tin Situation.

At the bottom of the high price of tin is the strides made of late years in the consumption. The uses to which tinplates are now put are innumerable. A new use is found every day. The grocery and provision men are finding new ways continually of putting up their goods in tin cans. Shaving soaps, talcum powder, a hundred and one other articles, are being put on the market in tin receptacles. Is it any wonder that the demand for tin is heavier and more insistent than ever before?

On the other hand, there has been no material augmentation in the sources of supply. The facility with which the "bull" syndicate have controlled the market is more readily understandable in view of prevailing conditions.

A New Metal—Canadism.

The following note will be of interest:

"Andrew Gordon French, the famous metallurgical chemist, who earlier in the year discovered the presence of the platinum group of minerals in the Kootenay ores, to-day announces the discovery of a new metal hitherto unknown to science, which he has named Canadism. The metal is found in large quantities, and is of a high commercial value. It belongs to the platinum group, and will be largely employed in the work of science.

"The announcement is expected to result in a vast impetus to the mining industry which has already benefited to an enormous extent by Mr. French's discovery. Samples of the ore are being sent to all the leading scientific societies of the world."

NEW PATENTS ISSUED.

135,761, A. L. Wernert & F. C. Davidson, Atlanta. Valves.

135,762, Ed. A. Connor & Jno. E. Miller, Lackawanna, N.Y. Pumps.

135,767, A. Armstrong, Waterville, Maine, Dust pans.

135,768, A. E. Ault, Toronto, Ont. Warming ovens.

135,769, Jas. H. Baker, Springfield, Ill. Expansion bolts.

135,776, Jno. D. Brower, Jr., Pacific Grove, Cal. Escape valves.

135,781, M. F. Coons, New York, N.Y. Razor stropping devices.

135,789, Wm. H. Dunn, San Antonio, Tex. Devices for sharpening razors.

135,797, W. P. Gammons, Jr., Newark, N.J. Sewing machines.

135,809, Jno. W. Hunter, Kingston, Ont. Stone cutters, mash hammers.

135,815, E. M. Kemp, Hibbing, Minn. Incandescent lamp sockets.

135,823, Geo. A. Moore, Medford, Mass. Capstan screws.

135,826, F. A. Neider, Augusta, Ken. Nails.

The Western Hardware Market Situation

**Serious Congestion of Freight Cars in Winnipeg Yards—
Brisk Business in Christmas Goods—Demand for Lead and Oils
Quiet—Stains and Varnishes Selling Actively.**

Winnipeg, November 27th.—Serious complaints have been heard from all quarters this morning regarding the present situation existing in the yards of the large railway companies. There appears to be a complete "tie-up" and freight cars have been so congested at terminals that neither can wholesale houses receive shipments that have been forwarded by the basis of supply but they are unable to send out shipments to 'country' points. One wholesaler pointed out this morning that he had been in the wholesale business for many a year but it was by far the worst "mix-up" he had ever seen. It is stated on good authority that the railroad officials are doing all they can to once more bring the traffic to control, but at the present time prospects are none too bright for this to be accomplished before Xmas. As a result of conditions trade in all lines is suffering severely as farmers are unable to secure cars to market their grain and consequently cannot meet obligations or buy winter supplies as yet. The result is that the country merchant is unable to have all his fall payments met and the wholesaler has been asked for extension on notes. While a fair percentage of notes have been met, so far yet the cry of grain "unthreshed" and grain "unmarketed" is heard from many points throughout the West and as a result wholesalers are required to bear the brunt of the delayed trade.

Seasonable Goods.—In this line orders have been very steady, particularly for sleigh bells, weather strips, carriage heaters, horse blankets and goods of similar order.

Sleighting while not general yet throughout Western Canada is in vogue in a few points and with the present cold conditions prevailing, the arrival of the first heavy snow storm will see the discarding of wheels for runners and bells will then be in great retail demand.

Xmas Goods.—The call for all lines that are suitable for the Xmas trade is becoming brisker daily. The heaviest demand so far undoubtedly has been for cutlery, although plated ware and novelties have offered considerable attraction. Hardware men throughout the country who have been delaying their orders on account of the delayed harvesting are now sending in for supplies in a hurry, but owing to the "tie-up" existing it is doubtful whether many will be supplied before the season is right at hand. Those who submitted their orders early in the year are reaping the benefit of existing conditions.

Sporting Goods.—Daily business is increasing in this line. Skates always forming a good article for Xmas gifts, and as a result the retail demand has begun to increase to such an extent that wholesalers have been called upon for larger orders than they expected. Stocks, however, are heavy enough to supply all orders but at the same time it is pointed out by some that unless they are able to unload some of their goods which have been lying in the yards for the last ten days a serious shortage is likely to occur. Pucks, snow shoes, skis and sweaters are also in good demand and are moving actively.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Augur Bits.—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts.—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel. Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks.—Steel, 50 per cent; wood, 60 per cent.

Cut Nails.—\$3.15 per keg base.
Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c, to 20 inch gage 29c.

Crowbars.—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Clevises.—7½c. per lb.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files.—American, 75; Black Diamond, 60; Nicholson's 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24, \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe.—¾ in., \$3.25; ½ in., \$4.05; ¼ in., \$5.00; 1 in., \$7.20; 1½ in., \$9.80; 2 in., \$11.80; 3 in., \$15.30.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones.—Per 100 lbs., \$1.65.

Horseshoes.—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails.—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6 \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools.—50, 5 and 5 p.c.

Hinges.—Light T and strap, 65 p.c.

Hooks.—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers.—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black.—½ in., \$3.15; ¼ in., \$2.30; ¾ in., \$2.35; ½ in., \$3.15; ¾ in., \$3.80; 1 in., \$5.45; 1½ in., \$7.45; 2 in., \$8.95; 2½ in., \$11.55; 3 in., \$18.40; 3½ in., \$24.15; 4 in., \$32.25; 4½ in., \$42.50; 5 in., \$47.50; 6 in., \$61.50; 7 in., \$95.50; 8 in., \$118.

Logging Chain.—¾ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns.—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting.—57½ per cent.

Pig Lead.—\$4.75. **Lead Pipe.**—\$5.75.

Lead Waste.—\$6.75.

Rivets and Burrs.—Iron rivets, 55 per cent; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope.—Sisal, 8c; pure manila, 10½c; British manila, 8½c; lath yarn, 3c.

Sheet Zinc.—Casks, \$8.75; broken lots, \$9.25.

Steel Squares.—40 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder.—Half and half, \$28 per cwt.

Screws.—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate.—I.C., \$9.75; I.X., \$11.75

Tin Plate.—I. C., charcoal, 20 x 28, full box, \$10.25; ½ box, \$5.50; I.X., full box, \$14.25; ½ box, \$7.50; 20 x 39, I.C., full box, \$13.50; ½ box, \$8; I.X., full box, \$15.50; ½ box, \$9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Prices on wire barbed and annealed and plain are all open and prices cannot be quoted. All wholesalers are open to receive enquiries on wire and it is doubtful if there is much of a contrast in prices.

Stoves, Furnaces and Cooking Accessories

This is Advantageous Time to Follow Up Stove Prospects

Dealers Should Endeavor to Bring Procrastinating Customers Into Line—Methods to Pursue in Approaching People—Suggested Advertisement and Circular Letter—A Late Sale is Often Found Effective.

The fall stove trade is by no means over but, in some sections at least, the bulk of the business has been done. Dealers who have kept up an active stove campaign for the past two months have undoubtedly done enough business by this time to make their season a profitable one. But the time for resting on laurels has not yet come. There is plenty of business still to be gathered in.

It is now about time for the stove dealer to start an active campaign on their "prospect" lists. It is a common experience to have people visit the store early in the season and look over the stock but leave without closing the deal. This continues right through the season and, if proper care has been taken, every dealer should have by this time, a long list of people who had at some stage considered the purchase of a stove. Now that the first rush is over, time should be found to look these people up.

It will probably be found that quite a number of them have bought stoves from other dealers. The majority, however, will be found in the same state of mind as when they visited the store: anxious to secure a new stove but for some reason, probably one of economy, prepared to get through the winter with the old one. In such cases, it should not be a difficult matter to close the deal.

In addition to the usual considerations the dealer has now one very strong factor in his favor. There has been quite a spell of cold weather and the disadvantages of the old stove have been demonstrated conclusively. It has probably failed to heat or cook properly and has, in addition, to that, consumed coal much more rapidly than the results obtained would warrant. Under such circumstances people are more inclined to regard the proposition of buying a new stove with favor. Having tasted of the discomforts that will continue all winter if the old stove is retained they are generally found willing to forego the economical scruples, which kept them from purchasing earlier in the season.

The Follow-up System.

Many dealers follow up their prospects with letters. They start about the

middle of the fall season to send out letters to persons, who have negotiated for stoves, and continue to send them until well into the winter. Sometimes, the letters are prepared with a view to the one particular case, citing reasons which are likely to appeal in that instance. More often, however, printed matter supplied by the manufacturers is enclosed in an envelope with a circular letter. Here is a sample letter to be used for this purpose:

Dear Sir (or Madam):—

Some time ago, you visited our store and looked over our stock of stoves but did not, at that time, see your way clear to make a purchase. We trust that by this time you are prepared to consider a proposition and we feel that you could not do better than give us another call. Our stoves are the best on the market and we have no hesitation whatever in giving an unqualified guarantee. Our terms are reasonable and fair.

We desire to point out that, to delay the purchase of a new stove, when the necessity for one has arisen, is false economy. An old stove is a heavy consumer of fuel; it does not give results and entails more or less hardship; and it is bound to necessitate some outlay for repairs. The purchase of a new stove will prove a good investment and save you money in the end.

Kindly think this over and, if you decide to do anything in the matter, give us a call. We remain,

Yours, etc.,

The Personal Call.

Good results are obtained from the use of letters but the personal call is the better method. If the time can possibly be spared, the dealer or one of his most trustworthy assistants, should make a round of calls, seeing all persons who had visited the store previously. The advantage of this method lies in the fact that the canvasser can ascertain just how the ground lies. He learns why the question of a purchase has been held up in each particular case and can advance arguments to suit. On the

other hand, the letter system is more or less of the hit-and-miss order. A letter detailing the folly of keeping an old stove for the sake of economy may be sent to a family, who have delayed buying only because they are intending to move later and have decided to make the purchase at that time.

The dealer should remember also, that he has at his disposal one sure medium of publicity, which he can use right along to stir up the procrastinating customer—the daily newspaper. Advertisements written to appeal to this class will be found effective at the present time. Draft up something to the following effect:

THE OLD STOVE

MAY LAST BUT—

You are not having the comfort you would enjoy if you were to buy a new "———" range or heater. It is never too late in the season to buy a new stove, if the old one is not giving satisfaction. You thought your heater would do another winter but now you find a better one is required. Save coal and doctors' bills by seeing us about a new stove right away. Don't struggle through the long winter months without proper heating, when it is possible to secure a stove now at a moderate figure.

Getting Lists of Prospects.

The best method to pursue in getting up lists of prospects is to have a book for the entry of particulars regarding every stove customer who calls. It devolves on the salesman to secure information from customers as to their name and address, what kind of stove they have and the kind they want; such information to be entered together with other particulars that the salesman may deem likely to prove of use.

Hold a Sale.

Many people who have neglected so far to purchase a new stove because they do not feel that they can afford it, can be brought to buy through the medium of a special sale. While cutting prices is poor policy on general principles most dealers consider that it is better to sell their remaining stock out at a slightly smaller margin of profit than to carry it through the winter. No dealer cares to have a large number of stoves in the store during the winter and he will frequently offer price inducements towards the close of the season to get the bulk of the goods off his hands.

Aggressive Methods of Retail Stove Dealers

W. C. Stearman, Vancouver, Makes a Bid for the Christmas Trade—Regina Firm Urge Public to Consider Fuel Economy—Demonstration a Big Success—Moose Jaw Firm Offering Easy Terms.

W. C. Stearman, "The People's Hardware Merchant," Vancouver, has started in early to advertise the sale of utensils for the Christmas baking as well as his stoves for the same purpose. On November 16 his advertisement read: "Boil your Christmas pudding in a Queen Pudding Boiler. Bake your Christmas cake in a non-burning cake set and have a Malleable installed in which to do your cooking, etc., and you will be happy, as everything will be done to your entire satisfaction and with one-third less fuel than any other range manufactured."

This method of advertising is bound to prove effective. The housewife of to-day believes in getting her Christmas baking

According to the local papers it was a great success. The Saskatoon Capital says: "From the crowds of ladies attending the demonstrations it is evident that the housewives of Saskatoon are as much alive to modern improvements in the way of kitchen appliances, as their husbands are in modern labor-saving appliances for business."

On the last day of the sale a large advertisement was published, reading in part as follows:

Ladies of Saskatoon:—

We have had a large number of visitors and are more than pleased at the results derived from our demonstration.

We beg to remind those that have not yet paid us a visit that this is the last day that they will have an opportunity of seeing our wonderful "——" range demonstrated in this manner, and would be pleased to meet you or any of your friends to demonstrate to you why you should be the proud possessor of a famous "——" range.

Mr. McKenzie, the demonstrator, leaves us to-night, and he would like to feel that he has met every lady in Saskatoon who is thinking of buying a range.

Open Evenings.

Turnbull & Cutcliffe of Brantford have been advertising their stove stock very extensively and have been keeping their store open in the evenings for the convenience of stove customers.

Are Talking Quality.

The Buchanan Hardware Co., Moose Jaw, believe in featuring "quality" in connection with the stove department. They talk quality to their customers and emphasize the wisdom of buying a good heater or range. That this method pays, is evident from the following note, culled from a recent advertisement of this firm:



Figure in Dollars and Cents

Figure in dollars and cents what a third to a half off your fuel bill means and how the convenience of a Round Oak Range will enable you to plan your time to better advantage. Buy a Round Oak now. Every day you defer buying means a direct time and money loss to you.

DUNLOP & MARSHALL
2508 DEWDNEY AVE.—PHONE 463.

Boil Your Christmas Pudding in a
Queen Pudding Boiler
Bake Your Christmas Cake in a
Non-Burning Cake Set



and have a
MONARCH Malleable

The Ray Satisfactory Range installed in which to do your cooking, etc., and you will be happy as everything will be done to your entire satisfaction and with one-third less fuel than any other range manufactured. Sold only by

W. C. STEARMAN
The People's Hardware Merchant
546 Granville St. Phone 5940-5941

done early and she likewise believes in having the very latest utensils on the market.

A Direct Appeal.

Dunlop & Marshall, 2508 Dewdney Ave., Regina, are appealing to the common sense of the public in the matter of stove selection. Under the caption, "Figure in Dollars and Cents," they say in a recent advertisement:

"Figure in dollars and cents what a third to a half off your fuel bill means and how the convenience of a '—' range will enable you to plan your time to better advantage. Buy a '—' now. Every day you defer buying means a direct time and money loss to you."

A Big Success.


Further particulars have been gleaned with reference to the three-day double demonstration held by the Saskatoon Hardware Co., with a view to attracting the interest of Saskatoon women.

"The idea of choosing where there is nothing but good quality to choose from and where back of every sale is a guarantee of your continued satisfaction is telling in our favor right along. Every day more new customers get acquainted with our way of doing business, and the range of goods we carry."

Offering Easy Terms.

Patterson, Goldie & Clark are offering exceptionally easy terms to attract

We Take Great Pleasure in Announcing the Decision of the Judges in our recent



Oxford Chancellor Competition

THE PRIZE WINNERS ARE:

First—MR. W. D. DUTTON, St. Mary's
Second—DR. ALONZO BARRETT, Fredericton, N. B.
Third—MR. CLAUDE A. POND, Lunenburg, N. S.
Fourth—MR. J. J. GRAYSON, St. Mary's, N. B.

To all of the Ladies who read in Testimonials who will call at our Store before Christmas, we will give them their choice of any 50¢ and 10¢ article of the Oxford Chancellor.

To all of the Ladies who do not want an Oxford Chancellor Range, we have selected for you a capital selection to call at our Store the first opportunity you have, and let us explain to you the excellent features of the Oxford Chancellor.

The Oxford Chancellor Range is a masterpiece of engineering and design. It is a range that will give you the best of everything in a range. It is a range that will give you the best of everything in a range. It is a range that will give you the best of everything in a range.

The Oxford Chancellor Range is a masterpiece of engineering and design. It is a range that will give you the best of everything in a range. It is a range that will give you the best of everything in a range. It is a range that will give you the best of everything in a range.

JAMES S. NEILL & SONS, LTD.
Fredericton's Big Hardware Store

stove customers. They are advertising their willingness to sell on the \$1 down and \$1 weekly plan. The easy nature of the terms offered lends point to their query, "Why delay buying a new range?"

A Heavy Campaign.

A. Welch & Son, Toronto, have been prosecuting a busy campaign. Half page space was used in the daily papers last week, with splendid results. They state that the season has been one of the best on record.

Announce Contest Results.

James S. Neill & Sons, Fredericton,

N.B., have announced the result of their big stove contest. Prizes were offered for the best letters from women users of the make of range carried by this firm. A large number of answers were received and the judges awarded prizes to four. In a half-page advertisement, the firm published the letters of the winners and announce that all other ladies who sent in testimonials will receive their choice of any 50-cent article of tin or graniteware on calling at the store before Christmas. They intend to use all the letters received in subsequent advertisements.

as before, it is sufficiently large to tax the capacity of the plants.

Ranges—The demand continues heavy. A number of surprisingly large orders were placed this week, showing that the retail stove dealers either anticipate a big demand still, or are behind with their orders. Most of the business, however, is of the sorting variety. The amount of business done this year in ranges is reported to have been largely in excess of last year, and, perhaps, any previous year.

Oak Heaters—Quite a little business is still being done in oak heaters. One order for a dozen was placed to-day, a large order for so late a date. However, the manufacturers have received reports which indicate that business in most sections is still pretty brisk and they are anticipating that the demand for oak heaters will keep up pretty well for some time yet.

Base Burners—The colder weather has brought along a big demand. People leave off buying until the last possible moment. In the matter of base burners the last possible moment has been reached and the retailers are selling plenty to people who had delayed purchasing until compelled to do so by the severe weather. The demand from Toronto hardwaremen has been particularly heavy.

Furnaces—"We are able to fill all rush furnace orders now," stated a local manufacturer. This is a development of the last fortnight. Previous to that, it was found impossible to fill rush orders except on the installment plan. It is probable that the manufacturers will be able to fill all demands before the end of the season. The delay in buildings has helped them a great deal in catching up with their orders.

Plates and Sheets—There is a brisk demand. Prices remain firm and supplies are much better than at this time last year. Canada plates and galvanized sheets are particularly in demand.

Kitchen Furnishings—All lines are in active demand.

STOVE AND HEATING MARKETS

MONTREAL.

Montreal, Nov. 30.—The heavy shipments are now well on their way to the west. In a few days the boats will tie up for the winter, and then the orders from Manitoba, Saskatchewan and Alberta are expected to be smaller.

"Yes," said the manager of one concern, "things are quieter now that navigation has practically closed. It is a good thing, too, that this is so. We are able to get our goods up from the wharf now. We have had stuff there for ten days and have not been able to have it carted to the warehouses. But we can get drays more easily now.

While there has been a decrease in the orders for stoves, the call for kitchenware seems to be increasing. The manufacturers, therefore, have no cause to complain. They are too busy getting ready for the spring trade, indeed, to think of objecting to the natural decrease in orders which is noted in some lines.

Ranges.—Many dealers have still got good supplies of these, but there are many others who are meeting success with their bids for sales. From merchants such as these sorting orders are being received by the manufacturers. Now the shipping departments are able to get off these stoves without any delay.

Oak Heaters.—In this line there has been no great falling off. Many have deferred their purchases as long as possible. But now, feeling the cold weather, they are buying from the retailer, and the retailer has to replenish his stock.

Base Burners.—Many stoves of this type were shipped west last week, but now the slack season is at hand. The demand for stoves of this pattern is not as great in Quebec as it is in the west, therefore the close of river and lake shipping has had a marked effect.

Furnaces.—There seems no stopping the demand for this line. Some manufacturers state that they begin to see a de-

crease in the orders; others state that they still have more calls than they can well fill. On all the business streets of the city buildings can be seen, the walls of which have just been completed. These will need furnaces and boilers. Apartment houses, too, are shooting up, and must be equipped with furnaces and gas stoves. Buildings are even being started now, for thanks to modern appliances the frost has ceased to sound a halt for all construction work. So the furnaces continue in demand. They will likely be sold in good numbers all winter through.

Kitchen Furnishings.—In this one line a stronger demand is noted than for some time past. Such specialties as may appeal to the Christmas shoppers are being extensively ordered, and kitchenware is apparently wanted all over the country.

"We have received a number of orders for spring goods," stated the manager of one manufacturing concern. "The dealers are making sure of their supply. It seems that there will be a brisk business in these goods throughout the winter."

Collections are said to be much better now than for some weeks past. More money is getting in circulation in the west.

TORONTO.

Toronto, Dec. 1.—The situation has become a little strained again as a result of the impending closs of navigation. The last boats are leaving this week and the manufacturers have been rushing supplies through for the upper lake ports. A number of large shipments were sent out on the boats and this had the natural effect of cutting down the output to eastern branches and agencies. While no stringency has developed, it has kept the manufacturers busy attending to orders.

One manufacturer states that the foundries are running as heavy as ever. While the demand is not as insistent

MONTREAL HARDWAREMEN WILL HOLD EXHIBITION.

Montreal, Nov. 30.—The hardware section of the Retail Merchants' Association of Canada, last night decided to hold a four-days' exhibition in the 65th Armory, the first week in March. The exhibition will commence immediately upon the completion of the Ontario convention, and it will be conducted upon similar lines. The manufacturers are expected to bring their exhibits from Guelph to Montreal.

The executive committee who are in charge of the exhibition are: Arthur Leger, K. Stinson, F. C. Lariviere, Qmer Desserres, George Benoit, G. A. Pilon.

Methods of Retailing Paints and Varnishes

Featuring Fall Goods in the Paint Department

Floor Paint is Still a Good Selling Line—Give Explicit Instructions to all Purchasers—The Splendid Results of a Late Paint Window Trim—Do Not Shove Stock Out of Sight.

The statement has been made that "ninety-nine out of every hundred people can use paint, stain or varnish somewhere." This is no exaggeration. It holds good even with reference to the present season, when the demand for paint is not supposed ordinarily to be very brisk. The need is always there; only it takes a pretty smart salesman to prove it to the people who, unconsciously have the need.

One of the most marked needs at the present time is floor paint. Make a call at all the houses in your neighborhood, which have been occupied by new tenants this fall and you will find that, in nine cases out of ten, they have floors requiring a new coating of paint. Floor painting, in fact, is an inevitable feature of moving; the differences in the size of rooms and rugs necessitating this. After the hardships incidental to moving time, people are inclined to take a rest and to let such work as the painting of the floors slide for awhile. A large number have not done anything about it yet and the dealer, therefore, has a good opportunity to push sales in this line.

As Christmas goods are coming rapidly to the fore now, it may not be possible to do a great deal in the way of paint window displays. This shortcoming could be partially redeemed, however, by the use of attractive display cards in the front of the store. Put them where they will be readily seen—by the members of the staff as well as by customers. They will serve as a reminder to mention floor paint to all likely purchasers. It is an easy matter to forget to make suggestions of this kind; but not as likely to happen, if a large card faces the clerk when he is waiting on customers.

There are dozens of instances of daily occurrence in the hardware store where a paint suggestion can be advanced. The purchase of a stove has been made. Inquire about the kitchen floor and tell what a saving in labor a coating of paint and varnish would prove. A sale of brass grate fixtures has been effected; what more natural than to ask if the floor is painted or waxed to the satisfaction of the customer.

Give Explicit Instructions.

An important point to bear in mind is that full instructions should be given

with every tin of floor paint sold, especially if the purchaser is a woman. The best paint made, if improperly applied, will prove a failure and perhaps lose the dealer the custom of that household. A good method would be to have printed or typewritten copies of instructions to be given out.

The following directions for applying floor paint, reprinted from the current issue of "Stephens' Paint News," are worth keeping:

Floors are usually more or less greasy. Grease of any kind is perhaps the most deadly enemy of paint known. You cannot make floor paint dry or hold firmly to the under surface if there is any grease on that surface, and to get successful results this grease must

Floor paint must not be thinned for the first coat. It must be used just as it comes out of the can.

The first coat must be thoroughly dry before the second is applied. Under favorable conditions it will be dry in about twenty-four hours or even less. However, it is not possible to state specifically how long it will take, as temperature, condition of the surface and ventilation have a great deal to do with the matter. A cold floor will retard the drying perhaps for two days, and a badly ventilated room may have a similar effect.

The second coat is applied in the ordinary manner, taking care, of course, not to apply the paint too thickly.

The Fall Trade.

The season is a little late now but dealers should not despair of the possibility of keeping up paint sales. The writer was talking the other day to a



Interior view of store of Fred. Wanless, London—a splendid paint department.

be removed. Sal soda (washing soda) will do it, better advise every buyer of floor paint to thoroughly scrub the floor and then before painting, be absolutely sure the surface is dry, free from dust and generally in good shape.

The first coat must be well brushed into the floor, tell them not to try and get away with a one coat job. It will not be satisfactory. An oval brush, not too large and of stiff bristles is best. Many good painters use an old worn down brush and actually scrub the first coat on.

Toronto dealer who had been featuring paints in his window for two weeks previous. "We've done a splendid fall trade," he declared. "I put in this trim as an experiment. In past years we haven't done much business around the end of November, and I was curious to see if this condition was chronic. So I started in to feature paints, something I hadn't done to any extent in previous years. It has been an object lesson. I've sold a great deal and business has not slackened to any extent yet."

Too many dealers start before the fall is over to shove their paint stock to a back shelf where it will be left unnoticed all through the winter months. This is the surest method known of ending all demand for paint until the opening of the spring season.

A hardwareman who does not believe in "side-tracking" paints at this season of the year is Fred Wanless, of the Wanless Hardware Co., Dundas street, London. As will be seen from the ac-

companying illustration of the interior of his store, Mr. Wanless has the front section of one side devoted to paints, of which he quite apparently carries a large stock. He has been in business for three years and, by progressive methods, has built up a splendid business in paints, as well as in builders' hardware, stoves, electrical goods, etc. He is still selling paint in good bulk, due largely to the prominence given to the stock.

Fall Superior as Painting Season

Experts Say Late November and Early December Days are Better Than the Early Spring—Heat of Sun is Not So Intense—Does Not Cause Freshly Applied Coat to Bubble and Crack—A Strong Argument in the Hands of the Dealer to Help Him Push Fall Trade.

Dealers wonder from time to time what steps they may take to stimulate the sale of paint in the late fall. It would appear a season when painting is out of season; but not according to the statements of a man who has spent years handling paint, and who knows the kind of weather best suited to its use. "Fall," he remarks, "is a better season for painting than spring."

"The trouble with spring painting," states this paint expert, "is that the coats are applied when the sun is hot. The paint bubbles, cracks appear, and the whole surface is not as weather proof as is a paint applied when the weather is more temperate."

Dampness Can be Avoided.

Of course this expert admits that dampness hurts fresh paint as much or more than does heat. Coats can not be applied to boards that are damp. Rain falling before the paint has become thoroughly dried would undoubtedly do damage. But it is held that there is really less chance of dampness in the fall than there is in April, May, or June.

There has been some rough weather this November, but hardly ever has it come suddenly. People could read the signs of the skies. Even the much reviled weather probabilities have been quite accurate. Those who chose a clear, bright, day to start their painting practically invariably finished before a change in the weather occurred.

"Even in December," stated the advocate of fall painting, "it is quite possible to get some fine days. There is not a great deal of snow until Christmas. The air is clear, dry and crisp, and painting can be done to the best advantage. The sun is not so hot that it bleaches the coats. I have found from

my own experience that better results are secured from painting in the early December than in April or May."

Here is something for the retail dealers to go upon. When their customers remark that they have some painting to do in the spring, they may be reminded that some consider the late fall a better season. Some of the reasons can be given. These will likely appeal to the judgment of many, and the painting season—the outdoor painting season—will be greatly prolonged.

Spring the Natural Time.

It is not easy to get people who have been accustomed to do their painting in the spring to do it in the fall. Spring is the great house cleaning season. It is the time when every one feels it is absolutely necessary to do something to brighten up. Then the man naturally thinks of his house which needs a coat of paint. His mind pictures his summer cottage—in need of paint. It is easy to sell paint then.

But in the fall—people don't think of painting so much in November. Brighten up the house! What is the use of that when it will soon be partially hidden by snow covered trees? Paint the summer home! What is the use. The freshness of the appearance would be gone by the time the cottage was opened.

So people think. But they may be made to see that painting is done more even to preserve than to beautify, and they will easily recognize that the winter is the season against which the frame work of the house especially needs protection.

Must Show Advantages.

With the farmer a different argument might be used. He paints for protection

and will not care particularly if a coat applied in the fall has lost a little of its luster in the spring. Make him see that it is possible to paint well in the fall and he will be glad to do his work then. In the spring he is busy with seeding, getting implements ready, and a hundred and one other things. In the late fall he has time on his hands. Fall ploughing may be finished quite early. Then there comes a lull, a lull in which many painting jobs might well be done.

Tell the farmer what paint experts say. Tell him that some consider the crisp, bright, December days more conducive to securing a good paint surface than any other. Make him see the reasonableness of this and he will be glad to undertake the work.

There is another reason why late fall painting appeals to the farmer. It is the season when the profit of his summer's work is coming in. He is affluent. A small expenditure for paint looks smaller then than at any other season of the year—much smaller than in the spring when money is going out for seed, for machinery, and the other farm equipment.

JOINS B.-H. STAFF.

Nap. Paradis, for the past four years a member of the traveling staff of the Canada Paint Co., has joined the Brandram-Henderson staff. He will cover the



Mr. Paradis, who has joined the Brandram-Henderson travelling staff.

eastern townships and part of the Ottawa Valley in the interests of that firm. Mr. Paradis is well known on that ground, having covered the same when with the Canada Paint Co.



There's Money *in the* ML Line

ML goods are made to build up trade for our dealers and ourselves. They have to be good, and they are good because we've been in business for 20 years—long enough to know that the way to succeed is to give full honest value for every dollar's worth we sell.



ML
PAINTS

Under severe weather tests ML Paints have stood up better than the many "best" paints in the market. We know. You can surely entrust your most particular trade with ML Paints.

ML
FLOORGLAZE

A quick drying, glossy, wear - resisting finish—good for any paint purpose. In solid and transparent effects. Many shades. Well advertised. Splendid for amateurs who want to “fix up things” themselves.

ELASTILITE VARNISH

Here's one of the best exponents of the goodness of the ML Line. A favorite with folk who know that quality pays though it seems to cost more at first. Elastilite is splendid for any varnish need, indoors or out.

Many other good members in the ML Line. Get price list, color cards and samples soon, from

Imperial Varnish and Color Company, Limited, Toronto

6-24 Morse St., Toronto

108 Princess St., Winnipeg

524 Beatty St., Vancouver



N OLD PHILOSOPHER ONCE SAID—

¶ "I had a friend named John Jones. I always thought he was a perfect man until I met Henry Smith. Now I see the faults of Jones."

It is essential to success that a careful investigation of the paint products of various manufacturers be made. We hope you will give our competitors as fair a hearing as we desire you to give us. We hope you will thoroughly investigate their claims.

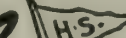
¶ When you are fully alive to the merits of other paints you have reached a stage where our demonstration of Lowe Brothers "High Standard" Paints is made comparatively easy.

¶ Perhaps, like the old philosopher, you consider the brand of paint you are selling, about perfect. But, Mr. Dealer, when you thoroughly investigate the claims of the "Little Blue Flag" line you will find that your old friend has some faults, that only comparison could reveal.

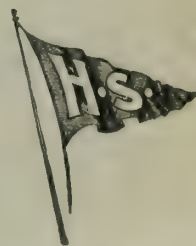
Our traveller is a good omen headed right in your direction. He carries the cap to this advertisement.

¶ Let this "ad" worry you.

261 King St. W.,



Toronto, Ont.



PAINT AND OIL MARKETS

MONTREAL.

Montreal, Nov. 30.—The past week, with the rush to catch the last boats, and the heavy demand which was felt, proved a busy one for all the manufacturers. But now things are expected to become quieter. For prepared paints the demand continues remarkably good, but in some other lines ordering is falling off.

Oils have dropped this week. Linseed at last shows a downward tendency, the general quotations being .95 and .98, or five cents lower than last week. There is variety to the price quotations for turpentine. Some firms yet have their figures quoted at .68 or .70, but the general quotation is .65.

White Lead.—With a strong market for pig lead, a market so strong indeed that a rise in prices is almost sure to come shortly, there appears good reason to believe that the price of white lead, too, will advance before many weeks pass. At present the prices remain at the figures fixed a month or more ago, but there are those who predict that white lead will touch \$7.00 before the winter is over.

"We have for some time been selling white lead at a figure which is practically a loss," remarked one manufacturer. "We have not got enough to pay for the material, and for a fair proportion of the upkeep of the factory."

The prices now given are:—In one ton lots, \$6.60 per cwt.; five ton lots and upward, \$6.45; for shipments of less than a ton, \$6.75, f.o.b. Montreal.

Putty.—The orders here have fallen off, as might have been expected with the approach of winter. Still there is a fair demand, but this will likely become smaller and smaller until spring approaches.

Linseed Oil.—Flax seed is coming in well now. Some is being ground, and though there is not yet a great supply of oil, the promise has had the effect of establishing a lower price level. The Plata crop is not on the market in the old country yet. When it comes in, probably early in January, there will be another drop in prices, providing the crop is a good one.

Now the prices being asked are 95c. per gallon for raw oil, in barrel lots, and 98c for the boiled oil. It is generally stated that the prices will probably go lower in a few weeks.

Glass.—Buildings are getting nearly completed now as far as the exteriors are concerned, and as a natural result the orders for glass have fallen off somewhat. Business in this line is expected to be quieter from now until spring.

Prepared Paints.—The demand here has kept up remarkably well. Indeed, several manufacturers state that this November has been much better than last. "I think this can be attributed to the educational work which has been carried on," remarked one manufacturer. "People are painting more in the fall and winter now than they used to."

Petroleum.—A heavy business has been done in this line during the last few weeks. With the close of navigation the demand will fall off a little; still good orders are expected all through the winter. Prices remain at about the figures quoted for some time—white, 14c a gallon; water white, 15½c; Pratt's asphalt, 19c.

Turpentine.—Canadian prices are controlled largely by the United States market, and the United States market depends almost entirely upon the supply which there is at Savannah. Just at present the stock there is large, and so prices generally have dropped, a good deal of turpentine now being sold at 65c. Some concerns are holding the price higher up to 70c. It is not thought that the prices will likely drop below the lower price now asked, and it would seem a good time to buy.

TORONTO.

Toronto, Dec. 1.—There have been interesting and important developments in the paint and oil markets. Turpentine and linseed oil have seen a reduction in price, but in all other lines prices are remarkably dull. In fact, rumors of advances are heard in white lead; and the glass situation is such that some predict further advances.

The turpentine situation presents some important phases. The fact that the producers in the south have held a meeting to discuss the advisability of curtailing production is significant of the advances which substitutes have made.

Linseed Oil.—The crushers are reported to have plenty of seed and supplies are now coming forward freely. The difficulty, which has been experienced during the past few weeks in getting supplies of oil is now no longer felt. The price locally has dropped 5 cents, making the current quotation 92c for raw and 95c for boiled. This reduction has been brought about by the improvement in the supply of seed now on the market. The influence of the English market has also been a factor.

Turpentine.—The fact that the supply of turpentine on the primary markets at the present time is unusually heavy,

added to the fact that the weather in the south has been very warm, causing the gum to run late, has created a rather serious situation in turpentine. The high price at the first of the year fanned the demand for substitutes and the consumption of pure spirits of turpentine has not been as heavy as usual. Under the circumstances the producers are not finding things exactly to their liking and are talking curtailment of production. The price locally has been reduced to 63c, a decrease of 5c.

Reports from the south are to the effect that the "scrape drop crop" is proving much smaller than last year, so that, if cool weather sets in shortly, prices are likely to stiffen. Those in close touch with the situation believe that such will prove to be the case.

White Lead.—Repeated rumors are heard of an impending advance in white lead. The fact that pig lead is steadily advancing in price and is, apparently, just as scarce as ever, lends substance to the belief that white lead will see a further advance before very long. At any rate, the grinders are not too anxious to fill orders at present quotations, although some booking for future delivery is being done.

The past week has been a heavy one in white lead. Large shipments have been made and it is quite apparent that the retailers are striving to stock up ahead of any further advances.

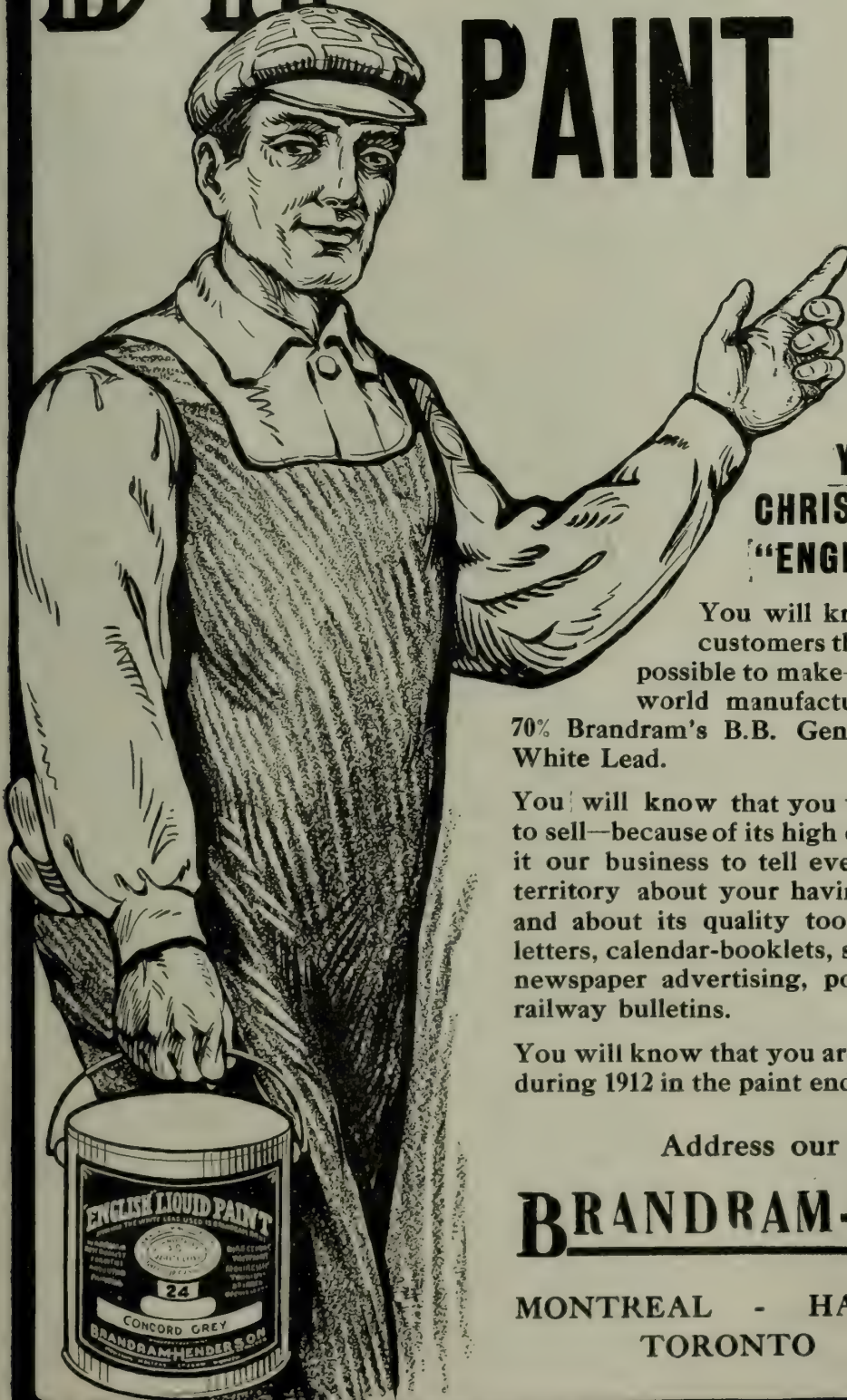
Glass.—Although most of the new buildings are now closed in, the demand for glass continues heavy. One jobber states that, while comparatively few new orders have been placed, he has enough old ones still unfilled to keep him busy for some weeks. The shortage is still felt, but the stringency is, perhaps, not quite as marked. The supply has by no means caught up with the demand, however.

Putty.—Business is still good and brisk despite the fact that navigation is now practically closed. Prices have remained firm. Standard putty is quoted as follows: Bulk, in casks, \$2.20; in 100-lb. drums, \$2.25; in 25-lb. drums, \$2.65; bladder, in barrels, \$2.75. Pure putty prices remain the same: Bulk, in casks, \$2.50; in 100-lb. drums, \$2.80; in 25-lb. drums, \$2.90; bladder in barrels, \$3.

Prepared Paints.—The demand is not very heavy. Some jobbers and manufacturers state that their trade has been reasonably brisk, but others report that the demand for immediate requirements is practically at an end. Bookings for spring are being made, however.

Varnishes and Japans.—Trade in these lines is reasonably brisk. Retailers are able to handle quite a stock of supplies for interior decoration around Christmas time and are now sorting up their stocks in preparation for the demand.

B-H "ENGLISH" PAINT



PURE
WHITE LEAD 70%

PURE
WHITE ZINC 30%

PURE
PAINT 100%

You will have a **MERRY CHRISTMAS** if you stock B-H "ENGLISH" Paint for 1912

You will know that you have for your customers the highest grade paint that it is possible to make—the only liquid paint in the world manufactured with a base containing

70% Brandram's B.B. Genuine Government Standard White Lead.

You will know that you will have a paint that is easy to sell—because of its high quality and because we make it our business to tell every property owner in your territory about your having B-H "ENGLISH" Paint and about its quality too—we tell them by personal letters, calendar-booklets, store displays, outdoor signs, newspaper advertising, posters, street car cards and railway bulletins.

You will know that you are going to make a good profit during 1912 in the paint end of your business.

Address our nearest office.

BRANDRAM-HENDERSON LIMITED

MONTREAL - HALIFAX - ST. JOHN
TORONTO - WINNIPEG

CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Ookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c; Imperial tough, 50c; White Brass, 48c; Metallic, 45c; Special, 33c; Harris heavy pressure, 25c; Hercules, 20c; White bronze, 15c; Star frictionless, 10c; Alluminoid, 9c; Mogul, 6c; No. 3, 5c; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c; Superior, 45c; A. Special, 35c; Hoo Hoo, 25c; "A," 20c; "B," 15c; "C," 15c; "D," 12c; No. 1, 10c; No. 2, 8c; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, $\frac{1}{2}$ to $\frac{3}{4}$ inch, per 100 lb.	2 20	2 30
Boards, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch.	2 30	2 40
Tubes per 100 feet, $\frac{1}{2}$ inch.	9 50	9 00
" " " 2 " "	8 25	8 50
" " " 2 1/2 " "	10 50	10 00
" " " 3 " "	12 00	12 10
" " " 3 1/2 " "	15 00	15 30
" " " 4 " "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge 0 21
Eccle, base $\frac{1}{4}$ to 1 inch, round 0 16
Tubing, seamless base, per lb. 0 21
Tubing, iron pipe size, 1 inch base... 0 21
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 p.c.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2
Jasmin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 55; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62 1/2 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62 1/2 p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62 1/2 and 10 p.c.
Kerr N.P. Union Elbow, 75 p.c.
Kerr "Radium" valve disc, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros. Montreal

COPPER

	Per 100 lb.
Casting ingot.	13 75 13 85
Out lengths, round bars, $\frac{1}{2}$ to 2 in.	21 00
Plain sheets, 14 oz., 14x48, 14x60.	23 00
Copper sheet, tinned, 14x60, 14 oz.	24 00
Copper sheet, planished, 14x60, base	31 00
Braziers, in sheets, 61 1/2	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62 1/2 p.c.

IRON AND STEEL

	Montreal	Toronto
Canadian foundry, No. 1.	19 50	19 00
" " " " No. 2.	19 00	18 00
Middleboro, No. 3 pig iron.	18 00	19 00
Sumner, No. 2.	20 00	22 50
Coron, special.	21 00	21 00
Coron, soft.	19 75	20 50
Cleveland, No. 1.	18 75	20 50
Clarence, No. 3.	18 00	20 75
Jarrow.	17 75	20 50
Glengarnock.	22 50	22 50
Radnor, charcoal iron.	32 01	32 50
Ayresome, No. 3.	18 75	18 75
Ferro Nickel pig iron (800).	25 00	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh.	27 50	27 50
Angle.	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron.	2 35	2 35
Reinforced.	2 15	2 30
Horsehoe iron.	2 15	2 30
Mild steel.	1 95	2 15

Sleigh shoe steel.	1 90	2 15
Iron finish machinery steel (domestic).	1 95	2 15
Iron finish steel (foreign).	2 25	2 25
Reeled machinery steel.	2 85	3 00
Tire steel.	2 00	2 35
Sheet cast steel.	0 15	0 15
Tool steel.	2 85	2 90
Tool steel.	0 07 1/2	0 08
High speed.	0 65	0 65
Capital tool steel.	0 50	0 50
Cammell Laird.	0 15	0 15
Black Diamond tool steel.	0 08	0 08
Corona tool steel.	0 06 1/2	0 06 1/2
Silver tool steel.	0 12 1/2	0 12 1/2

COLD ROLLED SHAFTING		
9-16 to 11-16 inch.	0 06	0 06
1 1/2 to 1-7/8 " "	0 05 1/2	0 05 1/2
1-7/8 to 3 " "	0 05	0 05
Montreal, 25 and 2. Toronto, 30.		

BLACK SHEETS

	Montreal	Toronto
10 gauge.	2 30	2 50
12 " "	2 30	2 55
14 " "	2 30	2 55
16 " "	2 30	2 45
18 " "	2 30	2 45
20 " "	2 30	2 45
22 " "	2 35	2 55
24 " "	2 35	2 55
26 " "	2 35	2 55
28 " "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.	2 90	2 90
All bright, 52 sheets.	3 70	4 00
Galvanized—Apollo D. Crown Ordinary		
15x24x32.	4 45	4 45
24 " " "	4 70	4 70
20x28x30.	8 90	8 70
" " " "	9 40	9 40

GALVANIZED SHEETS (CORRUGATED)		
22 gauge, per square.	6 10	6 10
24 " "	5 00	5 00
26 " "	3 85	3 85
28 " "	3 65	3 65
Less 10 p.c.		

GALVANIZED SHEETS		
B.W. Queen's	Fleur-de-Lis	Gordon
gauge	Head	Crown
16-20.	3 60	3 60
22-24.	3 65	3 65
26.	4 05	4 05
28.	4 25	4 25
Colborne Crown—3.65, 3.70, 3.75, 4.00.		
Less than case lots 10 cents per hd. extra.		
"Comet" sheets—		
22.	3 65	3 65
24.	3 70	3 70
26.	3 75	3 75
28.	4 00	4 00
Apollo brand—		
24 gauge, American.	3 80	3 45
26 " "	3 85	3 50
28 " " (26 English).	4 10	3 85
10 1/2 oz., equal to 28 English	4 35	4 25

IRON PIPE

Size (per 100 ft.)	Black	Galvanized
1 inch.	2 03	2 86
" "	2 63	3 48
" "	3 04	4 19
1 1/2 " "	4 37	6 02
2 " "	5 98	8 21
2 1/2 " "	7 15	9 85
3 " "	9 18	12 78
3 1/2 " "	14 66	20 41
4 " "	19 25	26 81
4 1/2 " "	26 12	36 62
5 " "	29 70	40 50

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c. Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 18x24, \$1; 18x30, \$1.15; 18x36, \$1.95. Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 and 10 p.c.
Wall Radiators—50 and 10 p.c.
Specials—35 p.c.

OLD MATERIAL

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 09	0 09
Heavy red brass	0 10	0 10
" yellow brass	0 08	0 08
Light brass	0 06	0 06
Tin lead	0 02	0 02
Heavy lead	0 02	0 02
Scrap zinc	0 03	0 04
No. 1 wrought iron	3 0	10 00

Machinery cast scrap, No. 1	16 00	14 50
Stove plate.	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers.	0 09	0 08 1/2

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 40	4 50
Imported pig, per 100 lb.	4 35	4 40
Bar pig, per 100 lb.	4 85	4 25
Sheets, 2 1/2 lb. sq. ft., by roll.	5 20	5 00
Sheets, 3 to 6 lb. ft.	4 80	4 75
Cut sheets 40. per lb. extra.		
Cut sheets to size, 40. per lb. extra.		

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 40. per pound.
Traps and bends, 45 per cent.

SOLDER.

	Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26 1/2	0 26 1/2
Wiping.	0 23	0 24	0 24

SHEET ZINC.

5-owl. cases	8 25	8 00
Part cases	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 25	7 25
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TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$47 50 46 00

Reddipped Charcoal Plates—Tinned		
M.L.S. Famous (equal Bradley)	Per box	
I.C., 14x20 base.	7 00	7 00
I.X., 14x20 base.	8 25	8 25
I.X.X., 14x20 base.	9 50	9 50

Raven and Murex Grades—		
I.C., 14x20 base.	5 00	5 00
I.X., 14x20 base.	6 00	6 00
I.X.X., 14x20 base.	7 00	7 00
I.X.X.X., 14x20 base.	8 00	8 00

"Dominion Crown Best"—Double.		
Coated, Tissue.		
I.C., 14x20 base.	7 00	7 00
I.X., 14x20 base.	8 25	8 25
I.X.X., 14x20 base.	9 50	9 50

"Allaway's Best"—Standard Quality.		
I.C., 14x20 base.	4 50	4 50
I.X., 14x20 base.	5 25	5 25
I.X.X., 14x20 base.	6 00	6 00

Bright Cokes

Bessemer Steel.		
I.C., 14x20 base.	4 25	4 25
20x28, double box.	8 50	8 50

Charcoal Plates—Torne.

Dean or J.G. Grade—		
I.C., 20x28, 112 sheets	7 50	7 50
I.X., Torne Tin.	9 00	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
XX, 14x56, 50 sheet box.	7 00	7 00
" 14x60, " "		
" 14x65, " "		

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 75	7 35
" " 26 " " "	7 85	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 14, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', discount 30 per cent.; other lengths 30c per 100 lbs. extra; if eye or loop on end add 35c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$1.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand. No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.45 in case f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10-0-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.50; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 32-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 35c; in 1/4-lb. hanks, 50c; packed in cases or cases, 15c; bagging or packing, 10c.

HAY WIRE IN COIL.

\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE
From stock, f.o.b. Montreal—100 lbs.
Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.30
10, \$2.80; 11, \$2.85; 12, \$2.45; 13, \$2.55
14, \$3.15. In car lots straight or mixed.

POULTRY NETTING.
1-in. mesh, 19 w.g., 60 and 3 1/2 p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 56 per cent.

SMOOTH STEEL WIRE
No. 0-9 gauge, \$2.35 base; No. 10 gauge, 60 extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and packing 10c., 50 and 100-lb. bundles, 10c., in 25-lb. bundles, 15c., in 5 and 10-lb. bundles, 25c., in 1-lb. hanks, 50c., in 1/2-lb. hanks, 75c., in 1/4-lb. hanks, \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb. 2 45
Galvanized, plain twist. 2 75
Car lots and less.
Dominion special fold fencing, 33 1/2 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, \$1.85; 1 inch, \$18.80.

Black, 1st grade, 6 strands, 19 wires, \$1.85 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES 2 85
Plain. 2 60

PAINTS, OILS AND GLASS

BARN PAINT
In barrels, 1-gal. tins. 0 80 0 85
In barrels, 5-gal. tins. 0 80 0 85

PER LB. 0 40

CHEMICALS

In cases per lb.
Sulphate of copper (bluestone). 0 07
Litharge, ground. 0 05
" flaked. 0 05 1/2
Green copperas (green vitrol). 0 08
Sugar of Lead. 0 09

COLORS IN OIL

Venetian red, 1-lb. tins pure 0 09
Chrome yellow, pure. 0 18
Golden ochre, pure. 0 11
French ochre, pure. 0 09
Chrome green, pure. 0 11
French permanent green, pure. 0 15
Signwriters' black, pure. 0 17
Marine black, 25 lb. irons. 0 06

ENAMELS

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C.)
Co. 1 80
Cee Pee Co. enamel.



The
Proof of the Value
of the

Minerva Paint Proposition

Write for particulars.

**Pinchin Johnson Co.
(Canada) Limited**

377-387 Carlaw Avenue

TORONTO, ONT.

Established in England 1834

J. MOXON & SON
Oxford Stoves and Ranges
GENERAL HARDWARE

Sole Agents in
Prince Edward County
for
Wood Fibre Plaster

Pinchin Johnson Co.
Toronto, Ont.

Paints, Oils, Putty, Etc.

Pictou, Ont., September 28th, 1911

Gentlemen:—

We were very much pleased while in attendance at a Moving Picture Show here last night, to see a nicely gotten up slide put on, advertising the Pinchin Johnson Co.'s Paints. We thank you for same and are very much pleased with our treatment at your hands up till the present time. The traveller for the . . . people was here yesterday. He thinks we have made the mistake of our lives, but he has got to show us where yet. We don't believe it.

All the signs sent us are well put up and in good spots, touching all points in the county. They make a fine showing. The memorandum slates you sent us took well at our fair, we could scarcely supply the demand. The best of all is, that even before we have our paint unpacked (it only arrived yesterday) we are having enquiries for it. The . . . people did not get an agent here. We heard they were going to place it with a grocer.

Yours truly,

John Moxon & Son



HOW ABOUT YOUR PAINT OIL DEPARTMENT ?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time during the winter months, NOW, to investigate the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money, but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

HARDWARE AND METAL

PLASTER OF PARIS	
Per barrel.....	2 30
PINE TAR	
Half-pint tins, per dozen.....	0 60
PUTTY.	
Standard.....	2 30
Bulk in casks.....	2 55
" 100-lb. drums.....	2 55
Bladders in bbls.....	2 75

RED DRY LEAD.	
Genuine, 560 lb. casks, per cwt.....	4 75
Genuine, 100 lb. kegs.....	5 25
No. 1, casks, per 100 lbs.....	4 25
No. 1, kegs, per 100 lbs.....	4 75

SHINGLE STAINS.	
In 5-gallon buckets.....	0 75

TURPENTINE AND OIL.	
Montreal Toronto	
Can. Prime white petroleum gal.....	0 12
U.S. Water white.....	0 13
U.S. Pratic's astral.....	0 15
Castor oil, per lb., in bbls.....	0 08
Motor Gasoline single bbls.....	0 17
Benzine, per gal single bbls.....	0 15
Pure Turpentine, single barrels.....	0 65
Wood Turpentine.....	0 60
Turpentine, second run.....	0 60
Linseed Oil, raw.....	0 95
" boiled.....	0 92
Resin, "G" grade, bbl. lots, 100 lbs.....	3 25

VARNISHES.	
Per gal. cans.	
Carriage, No. 1.....	1 50
Pale durable body.....	3 50
" hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak.....	1 50
Furniture, polishing.....	3 00
Furniture, extra.....	1 20
" No. 1.....	0 95
" Union.....	0 90
Light oil finish.....	1 35
Gold size Japan.....	2 00
Turps brown Japan.....	1 00
No. 1 brown Japan.....	1 10
Baking black Japan.....	1 25
No. 1 black Japan.....	0 95
Benzine black Japan.....	0 75
Crystal Damar.....	2 50
No. 1.....	2 25
Pure asphaltum.....	1 40
Oilcloth.....	1 50
Lightning dryer.....	0 85
Walrus varnish.....	2 25
Copaline varnish.....	2 25
" ".....	2 25
Jamieson's floor enamel.....	1 75
Cherwin-Williams' opal varnish.....	2 00
Canada Paint Co's sun varnish.....	2 25
" Kyanite" Interior Finish.....	2 40
" Flint-Lao" coach.....	1 80
B.H. Co's "Gold Medal" in cases.....	2 50
Plastic floor finish.....	3 00
Flattening exterior finish.....	4 25
Stovepipe varnish, 1 pint, per gross.....	8 00
Pure white shellac varnish, in barrels.....	1 75
Pure orange.....	1 50
No. 1 orange.....	1 30

WINDOW GLASS	
Size United	
Inches.	Star
Under 25.....	\$4 25
26 to 40.....	4 65
41 to 50.....	5 10
51 to 60.....	5 35
61 to 70.....	5 75
71 to 80.....	6 35
81 to 90.....	7 00
91 to 100.....	15 00
91 to 95.....	17 50
96 to 100.....	20 50
Toronto, 30 p.c. to 30 and 5 p.c.	

WHITE LEAD GROUND IN OIL. Per 100 lb	
Montreal Toronto	
Munro's Select Flake White.....	6 80
Elephant's Genuine.....	6 50
Moore's Pure White Lead.....	6 90
Idly Pure.....	6 30
Tiger Pure.....	6 30
Monarch (Windsor).....	6 50
Essex Genuine (Windsor).....	6 90
Brandram's B.B. Genuine.....	7 75
" Anchor" pure.....	6 50
Barnes's Pure Lead.....	6 30
Ramsey's Exterior.....	6 30
C.P. Co's Decorators' Pure.....	6 30
Crown and Anchor pure.....	6 50
Island City Decorators' Pure.....	6 50

Western Schedule.
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 50c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).	
Extra Red Seal, V.M.....	0 07

WHITE ZINC IN OIL.	
Pure, in 35-lb. cans.....	0 10
No. 1.....	0 07
No. 2.....	0 05

WHITING.	
Plain, in bbls.....	0 70
Gliders bottled in barrels.....	1 00
HARDWARE	
ADZES.	
Carpenters', per doz.....	13 50
Plain ship.....	18 30
AXES AND HATCHETS	
Single bit, per doz.....	6 00
Double bit.....	10 00
Bench Axes.....	6 75
Broad Axes.....	22 75
Hunters' Axes.....	5 00
'Boys' Axes.....	5 75
Lathing hatchets.....	4 70
Shingle.....	1 45
Olav.....	1 70
Barrell.....	5 50

ANVILS.	
Taylor-Forbes, prospectors.....	0 05
Buckworth, per lb.....	0 10

AMMUNITION	
"Dominion" Rim Fire Cartridges and C.B. caps, 5, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Bass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any shipping point east of Manitoba, Net 90 days.	
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extra as follows subject to cash discount only: Chilled, 40 c. buck and seal, 80c; no. 28 ball, \$1.20, per 100 lbs.; bags less than 25 lbs., 1c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS	
Ford's auger bits.....	30 and 10
Irwin's auger.....	47 1/2
Gilmour's auger.....	80
Bookford auger.....	50 and 10
Gilmour's car.....	47 1/2
Clark's expansive.....	40
Jennings' Gen. auger, net list.....	

BARN DOOR HANGERS.	
doz. pairs	
Stearns wood track.....	4 50
Zenith.....	9 00
Atlas, steel covered.....	5 00
Perfect.....	8 00
New Milo, flexible.....	6 00
Double strap hangers, doz. sets.....	6 50
Standard jointed hangers.....	6 45
Steel King hangers.....	6 40
Storm King and safety hangers.....	6 25
Crown.....	4 85
Crescent.....	6 50
Sovereign.....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
Steel, track, 1 x 3-16 in. (100 ft.)....	3 25

BARN DOOR LATCHES	
Challenge, dozen.....	2 35
Defiance, dozen.....	2 75
Geffi dozen.....	7 50

BELLS	
Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	

BELTING.	
Extra, 60, 10 and 10 per cent.	
Standard, 60, 10, 10 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10, 10 and 10 per cent.	
Agricultural, not wider than 4 in., 75 per cent	
Lace leather, per side, 80c; cut laces, 85c.	

BIRD CAGES.	
Brass and Japanned, 40 p. c.	

BOLTS AND NUTS	
Carriage Bolts, common new \$1 list	Percent
" " " and smaller.....	70
" " " 7-16 and 10 up.....	
" " " 1 1/2 and 2 up.....	60
Machine Bolts, 1/2 and less.....	60, 10 & 10
Machine Bolts, 7-16 and up.....	60
Plough Bolts.....	55, 5 & 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, 1/2 and less.....	60 and 10
Sleigh Shoe Bolts, 7-16 & larger.....	55 and 95
Coch Screws, new list.....	7
Nuts, square, all sizes, 40c per lb. off.	
Nuts, hexagon, all sizes, 40c per lb. off.	
Stove rods, per lb., 5 1/2 to 6c.	
Stove Bolts 80.	

BUILDING PAPER, ETC.	
Tarred Slater's paper, per roll.....	70
O. K. paper, No. 1, per roll.....	0 75
O. K. paper, No. 2, per roll.....	0 70
Tarred Fibre, No. 1, per 400 ft. roll.....	0 45
Plain Fibre, No. 2.....	0 27
Tarred Fibre, No. 1, per 400 ft. roll.....	0 55
Tarred Fibre, No. 2.....	0 35
Tarred Fibre Cyclone, 25 lb., per roll.....	0 55
Dry Cyclone, 15 lbs.....	0 45
Plain Surprise, per roll.....	0 40
Resin sized Fibre per roll.....	0 40
Asbestos building paper, per 100 lbs.....	4 00
Heavy straw, plain & tarred, per ton.....	37 50
Carpet Felt, per 100 lbs.....	2 50
Tarred wood roofing felt, per 100 lbs.....	1 80
Pitch, Boston or Sydney, per 100 lbs.....	0 70
Pitch, Scotch, per 100 lbs.....	0 65
Heavy Fibre 32 & 60, per 100 lbs.....	3 00
3 Ply Ready Roofing, per square.....	0 70
3 " " " ".....	95
3 Ply complete, per roll.....	1 15
3 " " " ".....	1 35
Liquid Roofing Cement, brls., per gal.....	0 15
" " " ".....	0 90
Crude Coal Tar, per barrel.....	3 50
Refined Coal Tar, tins, per doz.....	1 25
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel.....	0 06
Caps, per lb.....	0 05
Nails, per lb.....	0 05
Mop cotton, per lb.....	0 15

BUTTS.	
Plated, bower barf & nickel, No. 241, 45 p.	
Wrought brass, 45 p.c. off revised list	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint an loose pin, 70 p.c.	
Crescent brands, 70 per cent	

CEMENT AND FIREBRICK	
Canadian Portland, bags per bbl 1 55	1 70
White Bros. English.....	2 00
" Lafarge" cement in wood.....	3 40
Fire brick, Scotch, per 1,000.....	33 00
" English.....	17 00
" American, low.....	23 00
" " high.....	27 50
Fire clay (Scotch), net ton.....	5 50

CHALK AND PENCILS	
carpenters Colored, per gross.....	0 65
" lead pencils, per grs.....	2 40

CHISELS.	
Cold chisels, 5 x 6 in. doz.....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN	
Proof coil, per 100 lb., 1/2 in., \$6.00; 5-16 in., \$4.85; 1 in., \$4.25; 7-16 in., \$4.00; 1 1/2 in., \$3.75; 2 in., \$3.50; 2 1/2 in., \$3.35; 3 in., \$3.20; 3 1/2 in., \$3.05; 4 in., \$2.90.	

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto	
Hamilton, London and St. Marys, 40 per cent; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	

CLAMPS	
Malleable swivel head, 4 in.....	2 50
" adjustable, 4 in.....	7 60
Carpenters, 3 feet.....	3 60

CONDUCTOR PIPE.	
2 inch, in 10 foot lengths.....	3 30
3 " " " ".....	4 00
4 " " " ".....	5 28
5 " " " ".....	7 28
6 " " " ".....	8 80

COTTER PINS	
Cotter pins, 20 p.c. Montreal	

COPPER AND NICKEL WARE.	
Copper boilers, kettles, 50 p.c.	
Copper tea and coffee pots, 45 p.c.	
Copper pitta, 30 per cent.	
Foundry goods, hollow ware, 45 p.c.	

DOOR KNOBS	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	

DOOR SETS.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	

DOOR HANGERS (PARLOR)	
Single sets, each (Easy brand).....	1 80
Double sets, each.....	3 25
Unbreakable rail, 100 feet.....	5 06

DOOR SPRINGS	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	

DRAW KNIVES.	
Carpenters 6 inch, doz.....	5 25
Folding handles, 8 inch, doz.....	1 80

DRILLS.	
Bit stock drills, 2-32 in., doz.....	

ESCAUTOCHRON PINS	
Steel, discount 50 per cent.	
Brass, 55 per cent.	

EAVETROUGHS.	
3 inch in 100 foot lengths.....	2 90
10 " " " ".....	3 15
12 " " " ".....	3 68
15 " " " ".....	5 25
Add extra 10c. per 100 ft. O.G. Round Bead Trough.	

FACTORY MILK CANS.	
Milk cans and pails, 40 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railroad and cream cans and taps 45 p.c.	
Creamery trimmings, 75 and 12 1/2 p.c.	

FAUCETS.	
Common, cork-lined, 35 per cent.	

FARRIER KNIVES	
Buckworth, 50 p.c.	
FILES AND RASPS.	
Diston's.....	70 and 10
Great Western, American.....	70 and 10
Kearney & Foot, Arcade.....	70 and 10
J. Barton Smith, Eagle.....	70 and 10
McClellan, Globe.....	70 and 10
Black Diamond.....	60 and 10
Delta Files.....	60
Nicholson.....	62 1/2
Jowett's (English list).....	27 1/2

FORGES	
Blacksmiths portable, 135 lbs.....	9 86

GALVANIZED WARE	
Duffin pattern pails, 50 per cent	
Flaring pattern, 50 per cent	
Galvanized washtubs, 45 per cent	
GRINDSTONES	
Over 40 lbs. and 2 in. thick, per 100 lbs.....	1 10
Smaller sizes extra.	

HAMMERS.	
Tack, iron, doz.....	0 35
Ladies claw, handled, doz.....	0 60
Adze eye nail hammer, 10 oz, doz.....	1 25
" hickory handle, 1 lb., doz.....	6 25
" straight claw, 1 lb., doz.....	7 00
Farmers hammers, 10 oz., doz.....	5 60
Tinners setting, 1 lb., doz.....	4 50
Machinist, 1 lb., doz.....	3 20
Sledge, Canadian, 5 lbs. and over.....	0 06
Sledge, Masons, 5 lbs. and over.....	0 08
Sledge, Napping, up to 2 lbs.....	0 09

HARVEST TOOLS.	
50 and 5 per cent.	
Sidewalk and stable scrapers, net, \$2.25	
Wood hay rakes, 40 and 10 per cent	
Lawn rakes, net	

HALTERS (SNAP AND RING)	
Jute, Rope, 1/2 inch.....	8 00
" " " ".....	10 50
" " " ".....	13 50
Leather, 1-inch..... per doz.....	5 20
Leather, 1 1/2 ".....	2 45
Web.....	

SISAL HALTERS (SNAP AND RING)	
3-in. \$9.00; 7-16 in. \$10.20; 1-in. \$11.40	
9-16-in. \$13.20; 1-in. \$15.00.	



**A
Real
Surety Bond**

CONGO ROOFING

THE owner of a building covered with Congo has the satisfaction of knowing that his roof is *guaranteed for ten years*.

In each roll of Congo 2 ply and 3 ply is a *genuine legally binding Surety Bond* issued by the National Surety Company of New York.

This year we have *guaranteed thousands of roofs to last til 1921*.

Guaranteed Until 1921

Of course we are not going to lose—we are offering a sure thing. We know Congo will last *more* than ten years. One thing the guarantee forces upon us: it makes us extremely careful in manufacturing.

We provide, free of charge, *galvanized* iron caps, which are rust proof and will last as long as the roofing.

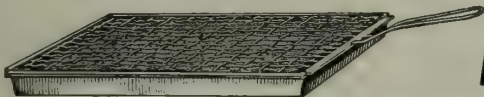
Send for free copy of our Guarantee Bond, a sample of Congo Roofing and further information.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.

"The HOUSEWIFE'S Choice"

Before restocking your kitchenware department do not fail to communicate with us, as we have **HIGH QUALITY GOODS** that sell at a reasonable price—goods that are guaranteed to give a long service and be absolutely satisfactory wherever used.



Let us send you our catalogue and prices.

Andrews Wire Works of Canada, Ltd.,

WATFORD, ONT.
ROCKFORD, ILL.

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

Works, DON SPEEDWAY

TORONTO

HEINISCH TAILOR SHEARS

Perfectly Finished—Correctly Tempered—Keen Cutting Edge

Best Quality Japan Highest Quality Materials and Workmanship

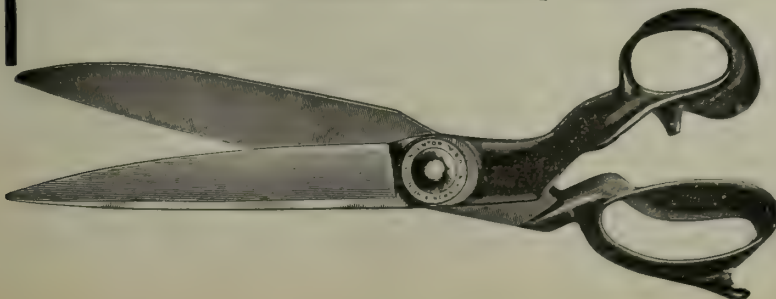
ALL JOBBERS STOCK THEM

:: :: We also make :: ::

SCISSORS, TRIMMERS, TINNER SNIPS

The Best that can be Made

R. Heinish's Sons Co., Newark, N.J., U.S.A.



HARDWARE AND METAL

KNIVES.

May knives, net list.
Claws, 50 and 35 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN FURNITURE.

Asbestos mats, 50 p.c.
Oven openers, per doz. 0 40 0 75
Mining knives per doz. 0 50 0 90
Potato mashers, wire, per doz. 0 60 0 70
" wood 0 50 0 80
Vegetable slicers, per doz. 2 25
Universal meat chopper, No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 and 5 p.c.
Star Al chopper 5 to 32 1 35 4 10
" 100 to 103 1 25 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS.

2 to 6 feet, 12c. per foot; 7 to 14 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Old Blast. per doz. 5 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN HOSE.

Competition grade lawn hose, 70 and 5.

LAWN MOWERS.

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., \$5.10; 9-in. wheel, 3 knives, 12 in., \$6.75; 9-in. wheel, 5 knives, 12 in., \$7.75, 104-in. wheel, 4 knives, 12 in., \$8.50; 104-in. wheel, 4 knives, 12 in., ball bearing, \$10.00; 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., \$5.10; do. 4 knives, \$5.25; 9-inch wheel, 3 knives, 12 in. sizes, \$6.75; do. 4 knives, \$7.25; 104-inch wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing do., \$10; do., 5 knives, \$10.50. 50 per cent. f.o.b. factory.

LOOKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot. 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz. 15 00

MATS.

Wire door mats, standard, 18x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste, 6 00
Arloline brass cleaner, 100 in package 6 50

MINERS SUPPLIES.

Mattlocks, 5 lb., 18 inch, \$6 dozen
Picka, 6 to 7 lb., 4.55 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 1½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¢ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz. 1 20 1 50
Folding ironing boards 15 35 18 00

NAILS.

1-1½ inch. Wire 3 25
1½ inch. 3 00
1½ inch. 2 75
1-2½ inch. 2 65
1-2½ inch. 2 50
1-2½ inch. 2 45
1-2½ inch. 2 40
1-2½ inch. 2 35
1-2½ inch. 2 30
1-2½ inch. 2 25
1-2½ inch. 2 20
1-2½ inch. 2 15
1-2½ inch. 2 10
1-2½ inch. 2 05
1-2½ inch. 2 00
1-2½ inch. 1 95
1-2½ inch. 1 90
1-2½ inch. 1 85
1-2½ inch. 1 80
1-2½ inch. 1 75
1-2½ inch. 1 70
1-2½ inch. 1 65
1-2½ inch. 1 60
1-2½ inch. 1 55
1-2½ inch. 1 50
1-2½ inch. 1 45
1-2½ inch. 1 40
1-2½ inch. 1 35
1-2½ inch. 1 30
1-2½ inch. 1 25
1-2½ inch. 1 20
1-2½ inch. 1 15
1-2½ inch. 1 10
1-2½ inch. 1 05
1-2½ inch. 1 00
1-2½ inch. 95
1-2½ inch. 90
1-2½ inch. 85
1-2½ inch. 80
1-2½ inch. 75
1-2½ inch. 70
1-2½ inch. 65
1-2½ inch. 60
1-2½ inch. 55
1-2½ inch. 50
1-2½ inch. 45
1-2½ inch. 40
1-2½ inch. 35
1-2½ inch. 30
1-2½ inch. 25
1-2½ inch. 20
1-2½ inch. 15
1-2½ inch. 10
1-2½ inch. 5
1-2½ inch. 0 50
1-2½ inch. 0 45
1-2½ inch. 0 40
1-2½ inch. 0 35
1-2½ inch. 0 30
1-2½ inch. 0 25
1-2½ inch. 0 20
1-2½ inch. 0 15
1-2½ inch. 0 10
1-2½ inch. 0 05
1-2½ inch. 0 00

OAKUM.

Plumbersper 100 lb. 4 50

OILS.

Kemp's Tornado and McOllary's Model
galvanised oil can, with pump, 5 gal-
lon, per dozen 10 00
Davidson oils, 40 per cent
Zinc and tin, 50 per cent.
Coppered oils, 50 per cent. off.
Brass oils, 50 per cent.
Malleable, 55 per cent

PLATED GOODS.

Hollowware, 40 per cent discount
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per
cent. "Singalese" and "Alaska" Nevada
silver flatware, 45 p.c.

FINISHED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitta, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 80 to 85 per cent.
Stanley planes, \$1.55 to \$3.50, net list prices.

PLIERS AND WIPERS.

Bottom's genuine, 7½ to 40 per cent.

PLOUGH LINES.

Russian snap per gross 30 00
Indian snap 25 00

PUMPS.

Berg's wing pump, 75 per cent.

RANORS.

Boker's per doz. 7 50 11 00
" King Outter 15 00
Henckel's 7 50 30 00
Clauus automatic safety 37 00
Clauus perfect stopper 15 00
Gillette Safety, each 3 75
Clauus Razors and Stropps, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope 0 08
Pure Manila rope 0 10
" British " Manila 0 08
Cotton, 3-16 inch and larger 0 24
Russia Deep Sea line, 1 in. diam. and
over, 15½; under 1 in., 16½
Jute, ½ and upwards, 9c; under ½, 9½c.
Lath yarn, single 0 08
Lath yarn, double 0 14
Sisal bed cord, 48 feet, per dozen 0 65
Sisal bed cord, 6 feet, per dozen 0 80
Sisal bed cord, 72 feet, per dozen 0 95
Cotton clothes line, 27½ off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine 0 26
" 4-ply twine 0 30
Mattress twine, per lb. 0 45
Staging 0 35

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanised, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Burns, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and
12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets, 1-lb. packages
1c. per lb.; 4-lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.
Boxwood, No. 65, 2 foot, doz. 1 15
vory, No. 1282, 2 foot, each. 3 50

RULERS.

Mrs. Potts, No. 55, polished, per set 0 80
" No. 50, nickel-plated, " 0 85
" handles, japanned, per gross 3 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs. 2 25
Sectional, ½ lb. each, per 100 lbs. 2 40
Solid, 3 to 50 lbs. 1 55

SASH COORD.

No 3, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Dixon's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS.

Common doors, 2 or 3 panel, walnut
stained, 4-in. style 7 80
Common doors or 3 panel, grained
only, 4-in. style 8 10
Beaver window screens, 14x18, open 25½
Inches 1 60
Perfection window screens, 14x15, open
22½ inches 1 80
Model window screens, 14x22, open 36½
Inches 2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne - Imperial
Standard, 35; Weigh Beams, 35; Champion
Scales, 45.
Fairbanks Standard, 30; Dominion, 50;
Richelleu, 50.
Warren new Standard, 35; Champion, 45;
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS.

Wood F.H., bright and steel Per cent 85 and 10
" R.H., bright 80 and 10
" F.H., brass 75 and 10
" R.H., brass 70 and 10
" F.H., bronze 70 and 10
" R.H., bronze 65 and 10

Drive screws 85 and 10
Set, case hardened 60
Square cap 50 and 05
Hexagon cap 45
Bench, wood, per doz. \$5 00
" Iron, per doz. 4 25

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 80; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen 0 65 1 00
North Bros., No 30, per dozen 16 80

SCISSORS AND SHEARS.

Clauus, nickel scissors and shears, 60; Japan
65; saliors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS.

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Start skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, \$3.00, \$3.50.
Miomac and Rex sticks, \$4.00, \$6.00
Fucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 60 and 2½ p.c.

SQUARES.

Dixon's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. \$2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 38 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks 8 00

STAPLES.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 6 75
Blind, per lb 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STAKE FITTINGS.

Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS.

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 62
7 inch 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6-inch, common per doz. 1 22
7-inch 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SOTHE.

Washta per lb. 0 25 0 37
Hindostan 0 06 0 10
" alip 0 18 0 20
" Axe 0 10
Deer Creek 0 10
Deerick 0 25
" Axe 0 15
Lily white 0 42
Arkansas 1 50
Water-of-Aye 0 10
Soythe per gross 3 50 5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned,
85; (in kegs), 40; cut tacks, blued, in dozens
only, 80 and 10; 1 weights, 60; Swedes cut
tacks, blued and tinned, bulk, 85 and 5, in
dozens, 75 and 10; Swedes, upholsterers',
bulk, 90; brush, blued and tinned, bulk, 70
and 10; Swedes, gimp, blued, tinned and ja-
panned, 85½; zinc tacks, 35; leather carpet
tacks, 35; copr tacks, 45; copper nails, 50

strunk nails, black, 60 and 10; trunk nails, tin
ned and blued, 65 and 10; clout nails, blued
and tinned, 65 and 10; chair nails, 35 and 10;
patent brads, 40 and 10; fine finishing, 40 and
10; lining tacks, in papers, net; lining tacks,
in bulk, 15; lining tacks, solid heads, in bulk,
75; saddle nails, in papers, 10; saddle nails,
in bulk, 15; tufting buttons, 22 line in dozens
only, 60; zinc glazers' points, 5; double
pointed tacks, papers, 90 and 10; double
pointed tacks, bulk, 55; clinch point shoe
rivets, 45 and 10; cheese box tacks, 37½;
trunk tacks, 80 and 20; strawberry box tacks,
80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 90
Lufkins, linen, No. 404, 66 ft., each 0 94
" steel, No. 284, 66 ft., each 3 59
Chesterman's linen, No. 1821, 66 ft. ea. 1 10
" Metallic, No. 1821 1 95
" Steel, No. 1840, 60 feet 4 20

TROWELS.

Dixon's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAMES).

Newhouse, 30 per cent.
H. Wiley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Onsida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE).

Out O' Sight Mouse Traps Doz 00
" Rat Traps 1 25
Easy Set Mouse 0 45
" Rat 0 25
Blizzard Mouse Traps 0 45
" Rat Traps 0 25
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 30
5-Hole Tin Chokers 0 30

VIRNS.

Per pound 0 12 0 12
Hinged pipe vise, 25 lbs. 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 35
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Downsall 52 50
New Century, Style A 101 25
Ideal Power 180 00
Daisy 73 25
Stephenson 74 00
Furitan Motor 185 00
Connor, improved 62 50
Ottawa 55 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer 180 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 44 75
Bicycle, 11 inch 60 50
Trojan, 12 inch 100 00
Challenge, 3 year, 11 inch 53 25
Ottawa, 3 year, 11 inch 58 25
Favorite, 5 year, 11 inch 61 75
20 per cent.

WHEELBARROWS.

Navy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 23 40

WHIFFLETREES.

Tubular steel whiffletrees, 38 in. 0 70
" " 34 in. 1 00
" " 36 in. 1 25
" neokyles, 36 in. 1 05
" doubletrees, 40 in. 0 95
" lumbermens, 44 in. 1 15

WOOD HANDLES.

Second growth ash fork, hoe, rake and shove
handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles,
45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel
handles, 50 p.c.
Carriage neokyles and whiffletrees, ash 38,
hickory 40 p.c.
Team neokyles, oval and round whiffletrees,
hickory and ash, 35 p.c.
All other ash goods, 30 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES.

Agricultural, 7½ p.c.

WROUGHT IRON WASHERS.

Canadian 50 per cent.

WINDOW GLASS AGAIN.



As advised in this column for a month past, the expected rise in the price of window glass has taken place. Some dealers overlooked our advice and did not order. Our advice again is to put in what stock will be required, as glass may quite easily be advanced again if the demand keeps up and the foreign markets continue firm. The demand on the foreign markets for glass is so heavy that the makers are in quite an independent mood and high prices are in view for a good while to come.

We have on hand a good stock of our well-known brand of

STAR DIAMOND DOUBLE GLASS

also Enameled, Rolled, etc., etc., but these stocks will rapidly be depleted as soon as navigation closes. Order now.

A. RAMSAY & SON CO.
MONTREAL

Established
1842

Glass
Importers



Trade Mark Reg'd 1877

"DOMINION"

"The Crown of Quality"

Galvanized Canada Plates

"DOMINION CROWN" work up quicker and easier than ordinary brands.

Have your jobber supply them

A. C. LESLIE & CO., LIMITED
MONTREAL

"The Paint That Gives the Most Satisfaction"

By stocking
and recommending

Stephens

"SILKSTONE" Flat Wall Colours

you take a great step in the way of success.

We have built our reputation by making goods of quality—you can build yours by selling them.

All our paints are guaranteed.

Write us at once for proposition and prices.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG

CANADA

Branch at Calgary, Alta.

HARDWARE AND METAL

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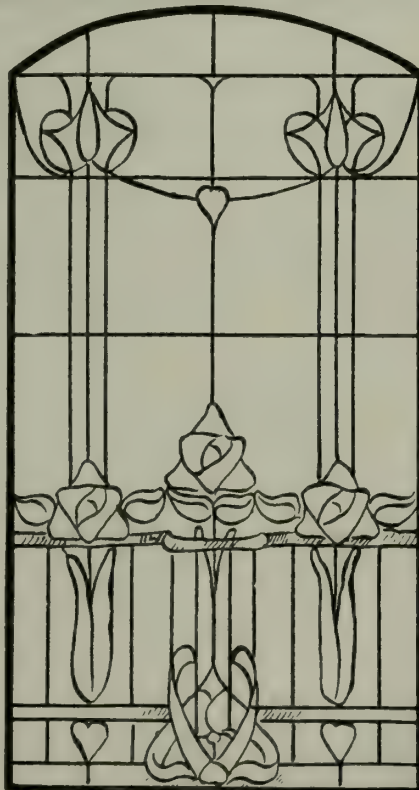
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WANTED—A first class tinsmith (married or single) at once, will pay good wages, must be a good all-round man. Apply R. C. Thomson, Melbourne, Ont. (49)

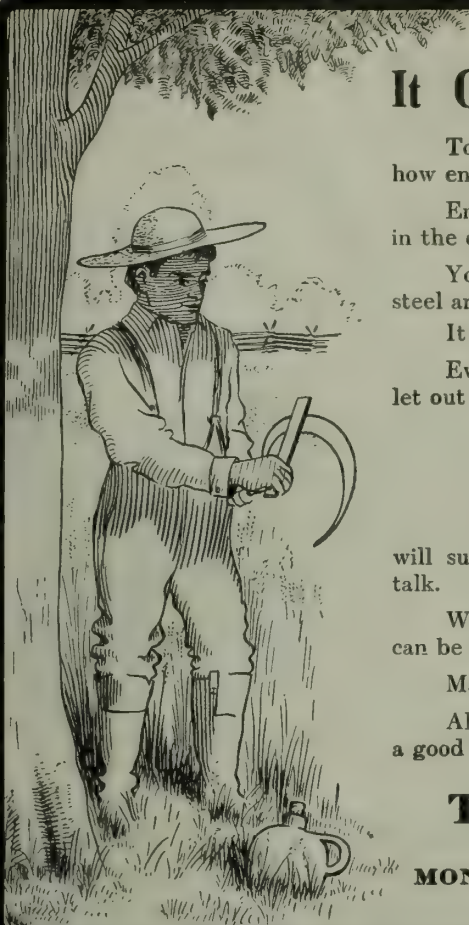
WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, **HARDWARE AND METAL**, Toronto. (24tf)

SITUATIONS WANTED

EXPERIENCED SALESMAN, thoroughly posted in all lines of General Hardware, Stoves and Plumbing Goods, with a first-class connection with all dealers in above lines east of Toronto, open for engagement, 1st January. Address Box 612, **HARDWARE AND METAL**, Toronto. (50)

A want ad. in this paper
will bring replies from
all parts of Canada.



It Gives a Keen Edge to Your Selling Talk

To know the goods you are pushing will give perfect satisfaction. That no matter how enthusiastic you may be to effect a sale the goods will be as good as you say.

Enthusiasm with the ring of truth is half the selling battle and it takes confidence in the quality to give enthusiasm.

You will notice if you watch a *good* workman how he tests out the quality of the steel and the cutting edge of a strange tool before throwing his full power into the work. It is reflected to his credit that he will use none but the best tools.

Every salesman naturally uses the same precaution until he is satisfied that he can let out all of his selling power without misrepresenting the goods.

MARTIN-SENOUR PAINT 100% PURE

will supply the confidence that gives enthusiasm and the keen edge to your selling talk.

We don't say that Martin-Senour Paint is the best, but we do say it is as good as can be made; a 100% Pure Paint, that will give perfect satisfaction to your customers.

Martin-Senour Paint will help you put more ginger in your sales talk.

All good things come to those who help themselves and you Mr. Dealer can get a good thing by writing for our Martin-Senour Paint Proposition.

THE MARTIN-SENOUR CO., Limited

Pioneers Pure Paint

MONTREAL

CHICAGO

WINNIPEG

WHEN A MAN INVESTS

He usually selects stocks and bonds which will pay him a fair dividend, and which he can dispose of without loss of capital. The wise man does not buy wildeat stocks which MAY pay big dividends, but which may prove utterly useless to him.

This policy may also be applied to the purchase of Varnishes.

If you stock DOUGALL VARNISHES you are assured of a fair profit, and you can rest assured that there will be no dead stock on your shelves as far as varnish is concerned.

DOUGALL VARNISH has the well-earned reputation of being the best on the market; the first order is only a beginning, there are always the repeat orders to be counted on. A man seldom buys a poor quality of varnish twice.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

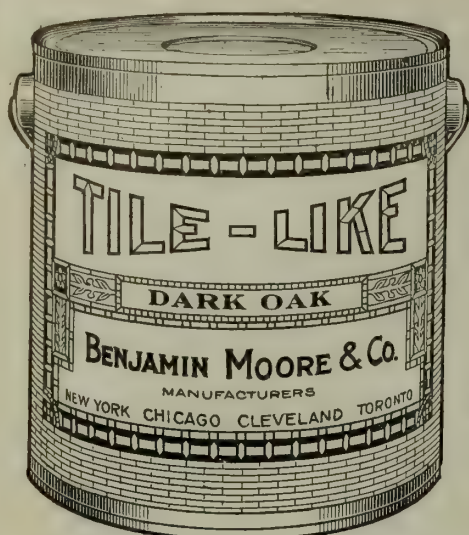
305 MANUFACTURERS ST.

J. S. N. DOUGALL, President

MONTREAL

CANADA

Associated with Murphy Varnish Co., U.S.A.



MOORE'S *Tile-Like*

is full of attractive selling points, and can be handled with profit by every hardwareman. "TILE-LIKE" is a colored Varnish and Stain Combined, and requires no stirring. No other varnish stain is so uniform in color as "TILE-LIKE," which has the added advantage of not hiding the grain of the wood.

Will not mar when used on floors, works easily, is slow in setting, and can be rubbed in 24 hours. Suitable for all kinds of interior woodwork. Buying "TILE-LIKE" means saving the cost of staining, and it will be found a high-grade varnish, the equal of any on the market.

GIVE "TILE-LIKE" THE PROMINENCE IT DESERVES.

Other MOORE Leaders are: Mooramel, Muresco, Floor Paint, Saniflat, House Colors, Impervo Varnish.

Write for Colour Cards and Prices.

Benjamin Moore & Co., Limited, Toronto

NEW YORK

CHICAGO

CLEVELAND

Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

The Sherwin-Williams Co., Montreal, Canada
International Varnish Co., Ltd., Toronto Canada
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada
British American Paint Co., Victoria, B.C.
Mount Royal Color and Varnish Co., Montreal, Canada
James Robertson Co., Ltd., Toronto, Canada
Sanderson Percy Co., Ltd., Toronto, Canada
Stewart & Wood, Toronto, Canada
Martin-Senour Company, Ltd., Montreal, Canada

NAME OF BRAND

"Taxite"

"Klensa"

"Expedite"

"Bapoo"

"Scrape-off"

Robertson's Paint and Varnish Remover"

"Devolite"

"Solveo"

"Martin-Senour Paint and Varnish Remover"

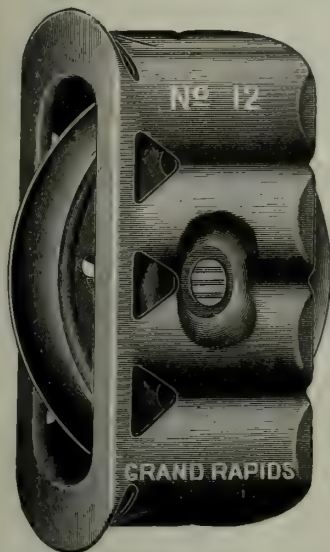
The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

GRAND RAPIDS



No. 12
GRAND RAPIDS

All-Steel Sash Pulleys

SAVE THEIR ENTIRE COST
IN

Labor, Freight, Screws, &c.

GRAND RAPIDS are the original—the STANDARD goods. Nearly every jobber in Canada and United States carries them in stock.

Write for samples and descriptive catalogues. We make thirty-seven styles.

Largest Sash Pulley makers in the world.

GRAND RAPIDS HARDWARE CO.

100 Eleventh Street, GRAND RAPIDS, MICH., U.S.A.

MORE AND MORE FREQUENTLY CANADA CEMENT IS BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS AND ARCHITECTS KEEP THESE FACTS IN MIND.

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw, Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.; Belleville, Ont.; Marlbank, Ont.; Lakefield, Ont.; Hull, Que.; and Montreal, Que., gives us ample shipping facilities to ensure prompt delivery.

PRICE.

Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

CONCRETE BLOCK MACHINERY.

By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.

MONTREAL

TORONTO

WINNIPEG

CALGARY

INTERNATIONAL

Business Insurance

How is business built up and reputation acquired? Every dealer must answer that question in the most practical way.

This success depends altogether on the quality of the goods he handles and recommends.

International Varnish

and

Specialties

mean established reputation and profit for the dealer who handles them. Skill, experience and selected material are the three leading factors in their undoubted excellence.

International Products are sold in full Imperial Measure Packages.

Write for particulars.

INTERNATIONAL VARNISH CO.
LIMITED

Toronto - Winnipeg

Canadian Factory of
Standard Varnish Works

New York, Chicago,
London, Berlin,
Brussels, Melbourne

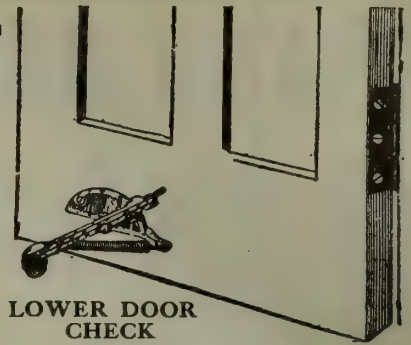
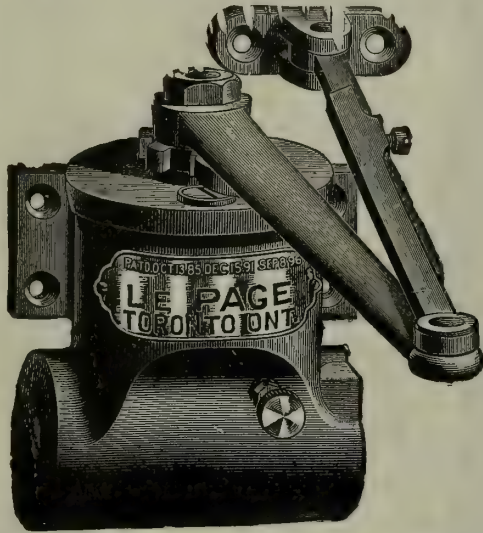
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VARNISHES

Start the New Year RIGHT

by putting in a stock of articles that give absolute satisfaction to your customers and bring YOU good profits.

The "LE PAGE" Patent OIL DOOR CHECK and SPRING



LOWER DOOR CHECK

The "Le Page" Patent Oil Door Check and Spring makes every user enthusiastic and will form a strong foundation for a successful 1912.

It is the only door check made without packing in its working parts, assuring absolute freedom from packing friction.

You can realize their true value when the Toronto Public Schools, Eaton's, Simpson's, etc., use them exclusively.

We guarantee "Le Page" checks and springs to give perfect service.

We will send one on trial to any responsible dealer. Write us at once.

WM. KEATING

266 MACDONALD AVE.

TORONTO

If you want to handle

WIRE NAILS

of superior quality, consult us at once.



We are in a position to meet every requirement, as we have the latest machinery which turns out perfect nails—these nails are guaranteed to be full weight.

For baling purposes, we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER

THE LAIDLAW BALE-TIE COMPANY, LIMITED,
HAMILTON, - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

EVERY DEALER NEEDS

Asbestos Furnace Cement and Oil Stove Putty

to enable him to do good work with little waste when repairing broken joints, etc. We have spared no efforts in their manufacture in order to give the user the best value for money invested.

These products cannot be destroyed by intense heat—the hotter the fire the tougher they become



Write us
for free
samples

Let us
send you
testi-
monials

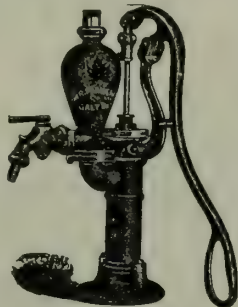
G. F. STERNE & SONS
BRANTFORD, ONTARIO

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

THE R. McDOUGALL CO., Limited
GALT, CANADA

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK

IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.



The L. MARTIN CO.

Manufacturers of the
Highest Standard Lampblacks
for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten
NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

It is the safest and most convenient ladder for painters and contractors, as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

he
Stratford Mfg. Co.
Limited
Stratford - - Ontario



The Aylmer Windmill Force Pump



Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO

WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.



JENKINS BROS., Limited

Head Office and Works:

102 St. Remi St., Montreal, Canada

And at

95 Queen Victoria St., London, E.C.

Practical Tests

have proved the high efficiency
and reliability of

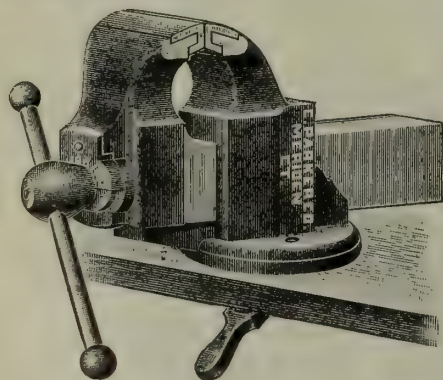
PARKER'S

Swivel Heavy Railway Vise

It is especially strong and reliable, and will meet the requirements of the most critical user.

The steel faces of this vise are milled and fitted to the jaws and are renewable.

We have an interesting catalog that is free on request. Write for it.



The Charles Parker Co.

Meriden, Conn., U.S.A.

BELT PERFECTION



Stitched Cotton Duck Belting Makes Business

TRADE COMES WITH CONFIDENCE. WHY?

Because "MAPLE LEAF" costs much less than leather, rubber or Balata belting, is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

DOMINION BELTING CO.

LIMITED

HAMILTON

CANADA

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
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5c. extra per insertion for box number if desired.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

NEW ERA

PAINT

Always Gives Satisfaction.

The large demand for New Era Paint is the result of its high quality.

It is unequalled as a surface-coverer.

It is in good condition when sold, and it stays in good condition—that is why it is so popular with both the retailer and his customer.

Standard Paint & Varnish Works Co.

WINDSOR

LIMITED

ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Our new Catalogue, 1911 edition, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

"ATLAS" EMERY CLOTH

"BLUE TWILLED BACK"

COMBINES STRENGTH, DURABILITY, QUALITY
and PERFECT FLEXIBILITY.

American Numbers.

Compare with American-Made Cloth.

Size of Sheet,

8½ X 11½

Put up in Quires
and Packed in
Reams.



An Emery Cloth
Your Trade Will
Come Back For.

Now Used by
Leading Manu-
facturers in
Canada.

This Trade Mark Means "Guaranteed Quality."
Ask Your Jobber for Samples.

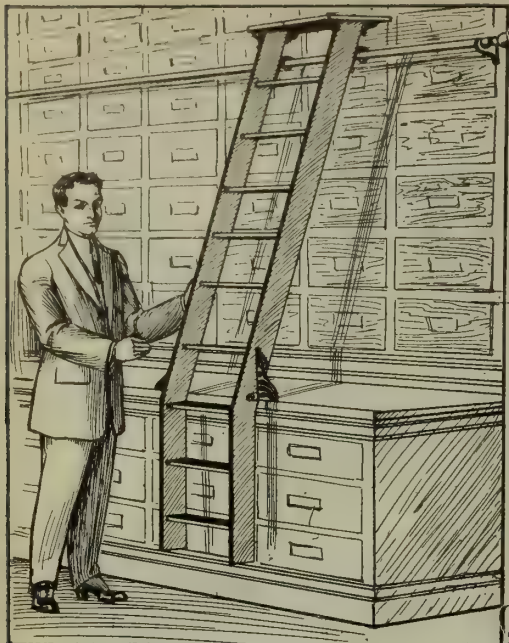
Made in the Most Modern Factory of This
Kind in England.

London Emery Works Co., - London, England

Canadian Representative:

W. FRANK MURPHY

55 St. Francois Xavier Street, MONTREAL, QUE.



Everything is accessible
WHEREVER OUR
BICYCLE STEP-LADDER
IS USED.

Build your shelving from floor to ceiling and economize space. No matter how high your shelving may be we have a ladder to meet your demands—a ladder that satisfies both climbing need and the easy sliding requirement.

Our Bicycle Step Ladders are built of hardwood in any finish you desire and are guaranteed to be the most durable on the market.

WRITE FOR CATALOG AND PRICES.

The Hamilton Brass Mfg. Company, Limited
Hamilton, Ont., and Montreal, P.Q.

PUMPS

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures
QUALITY. Better write to us.

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Steel Sheets for Deep Stamp-
ing and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A.
Sheets, also Galvanized Canada
Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKLEY'S O.K. THIMBLES

The original and only
Genuine Preparation for
Cleaning Cutlery, 6d.
and 1s. Canisters.

'WELLINGTON'

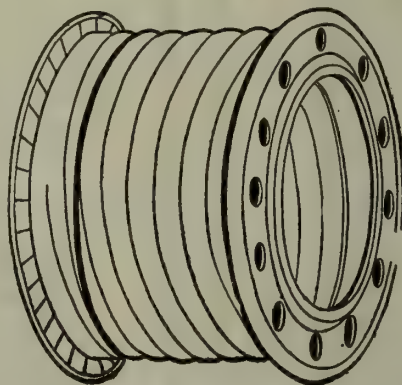
KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England



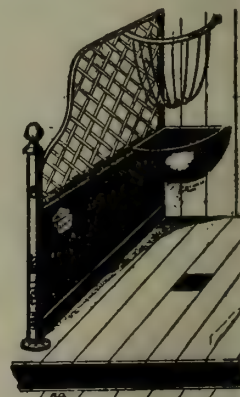
Every new house in your town means a pros-
pect for several O.K. Stove Pipe Thimbles.
You should carry a good supply in stock and
be ready to supply them when wanted.

O.K. Thimbles are made for both floors and
partitions. They can always be put in place
instantly. Your customers will prefer them to
any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers.

IRON STABLE FITTINGS



Send for Illustrated Catalogue and
discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

"We will never be buried
with the unknown dead---
we ADVERTISE. There's
the whole thing in a nutshell
--- we ADVERTISE ; and
therefore, we CAN'T be
unknown."

Ermaline Paper Bag Cookery

REGD.



has become one of the necessities of a well regulated kitchen.

ERMALINE BAGS are in general use in all parts of the world, turning the drudgery of cooking into an interesting study.

Ask your wholesaler about it---he will tell you; better still, ask him for a sample and try it yourself.

Four minutes of experience is worth three columns of description.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

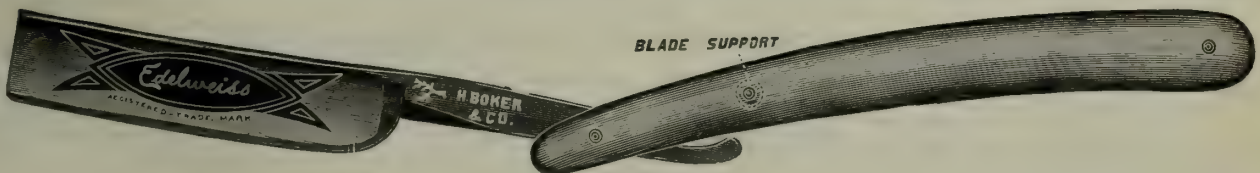
WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO

and

VANCOUVER, B. C.



It is reported that representatives of certain wholesale firms are offering for sale Razors and other Cutlery with their own special marks, claiming that they are Boker's make. We beg to inform the trade that all H. Boker & Co.'s goods bear our name. We will be grateful if you report to us cases where goods are offered to you contrary to this.

H. BOKER & CO.

P.O. Box 580, Montreal

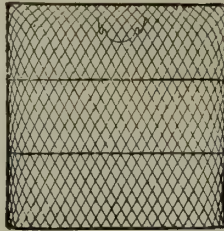
**We are Headquarters for
SPARK PROOF FIRE GUARDS.**

You will make no mistake in carrying
a stock of our standard sizes of
Spark Proof Fire Guards.

Our line is complete and of the Highest
Quality and
Strictly Up-to-
date. Do not
fail to get our
prices before
ordering.



Send for
illustrated price
list



CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

The Chicago Heat Regulator



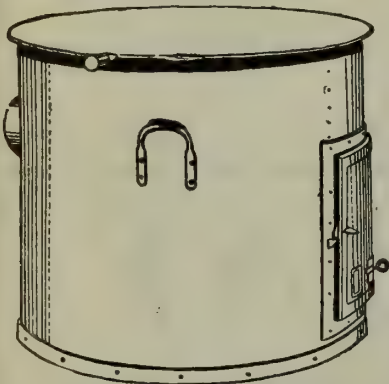
Saves Coal, Health, Time and
Worry—Keeps even temperature
in the House—Profitable line for
the Hardware and Stove Trade—
No stock to carry—30 days' free
trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

**Erie Steel
Feed Cooker**

These cookers are in-
dispensable to farmers,
butchers or stockmen.
Grains that are useless
for other purposes, by the
use of the cookers are
made as valuable as the
best marketable product.
Made in 7 sizes for burn-
ing wood. Nos. 20, 30, 40,
60, 75, 90, 120. Grates for
burning coal supplied
when ordered.



Made by **ERIE IRON WORKS, Limited** ST. THOMAS, ONTARIO

**Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts**

Uniform Product, Accurately Machined

**CANADA FOUNDRY COMPANY
LIMITED**

**MONTREAL
HALIFAX
OTTAWA**

**HEAD OFFICES
TORONTO
CANADA**

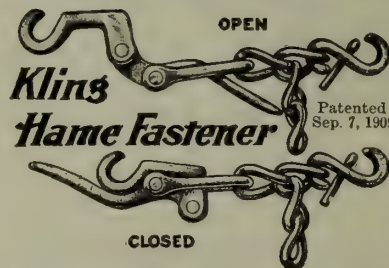
**WINNIPEG
VANCOUVER
ROSSLAND**

METALS

Prompt delivery from stock

Tallman Brass & Metal Co.
HAMILTON, ONT.

No Horse Can Break the



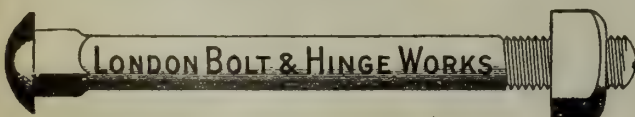
Makes no difference how
he lunges, jumps or jerks.
No difference who hitches
up, the hames will be
tight and exert the same
pressure every day. So
good that we guarantee it
and authorize you to re-
fund the price to any dis-
satisfied user. Sells for
25c. but leaves you a pro-
fit of 50 per cent., or \$1 on
every dozen. Costs you
\$2 a dozen. See "Kling" on
the lever. Descriptive cir-
cular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.
Sole manufacturers of the Klingsnap and Kling Hame Fastener.

D. C. Ross & Co., 172 King St., West, Toronto, Ont.
Canadian Distributing Agents.

Bolts, Nuts and S.&S. Hinges

We are manufacturers of carriage bolts, machine
bolts, sleigh shoe bolts, tire bolts, plow bolts, track
bolts, coach screws, gate hooks, screw-and-strap
hinges, pole steps, cross arm braces, double-arming
bolts, boiler and bridge rivets, ship spikes, square
and hexagon nuts, washers, drift bolts, special bolts
for dock and wharf construction, etc.



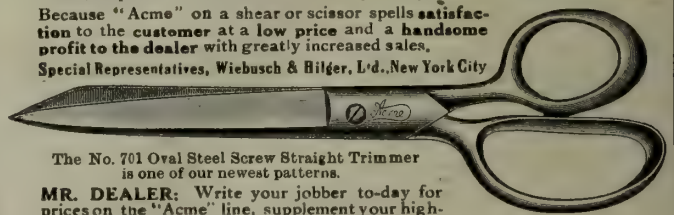
London, Canada

**"ACME" are the strongest and sharpest low-priced
Shears and Scissors on the market.**

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why
are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells satisfac-
tion to the customer at a low price and a handsome
profit to the dealer with greatly increased sales.

Special Representatives, Wiebusch & Bilger, Ltd., New York City



The No. 701 Oval Steel Screw Straight Trimmer
is one of our newest patterns.

MR. DEALER: Write your jobber to-day for
prices on the "Acme" line, supplement your high-
priced shears with "Acme" shears and scissors and
watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most
complete line of shears and scissors manufactured.

The Acme Shear Co., Bridgeport, Conn., U.S.A.
125-195 Knowlton Street



**There's But One Best in Anything.
In Pliers--IT IS UTCIA.**

The only scientifically designed line of pliers and nippers made. The result of careful development to make an absolutely perfect tool. Guaranteed to do its work without breaking and without tiring the workman's hand. The Plier that fits the hand. "THE QUALITY LINE." Write for catalog.

UTICA DROP FORGE & TOOL CO.,
UTICA :: N.Y.
CANADIAN AGENTS:
Smith Hardware Co., Montreal



MITRE BOX

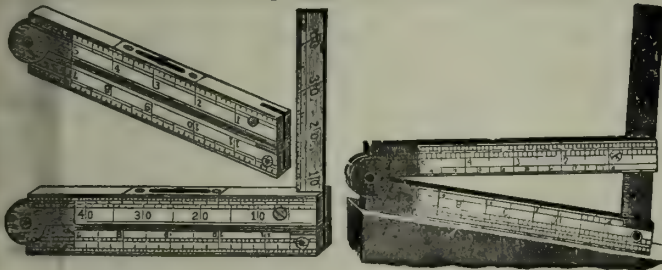
Our No. 159 Seavey Mitre Box. Will cut any width of mitre.

Makes a perfect joint. Can use any saw. Can be folded and carried in tool chest.

Lightest, Latest, Simplest and most accurate.

WRITE FOR PRICE

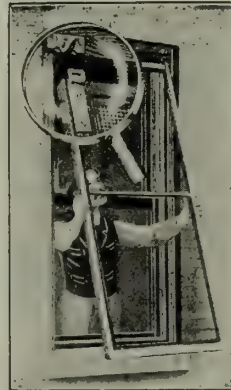
Smith Hardware Company, Limited
240 Lemoine St., MONTREAL



STEPHENS' PAT. COMBINATION RULE

Level,
Square and
Slope Level, etc., etc.
A Fine Tool.

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.



Phenix Hangers and Fasteners

Are live stock for the up-to-date dealer, because they solve the storm sash problem in the most natural and efficient way, and because house owners are becoming more and more to realize it.

You can retail the hanger at 10c. and the hangers and fasteners at 15c. and 25c. That's for one window in one house. Figure the number of windows in all your customers' houses, they are all prospects. Ask for particulars. Stock Phenix Hangers and Fasteners, push them, it pays.

PHENIX MANUFACTURING COMPANY
030 Center St., MILWAUKEE, WIS.

Jonathan Crookes & Son

Corporate Mark

Sheffield



England

Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses

WALL PLASTER

PLASTER BOARD--THE COMBINATION
GOOD RESULT LATH.

"Empire" Woodfibre Plaster, "Empire" Cement Wall Plaster, "Empire" Finish Plaster, Gold Dust Finish Plaster, Trowel Plaster of Paris and other Gypsum Products.

Shall we send you plaster literature?

Manitoba Gypsum Co, Limited
WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

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James Hutton & Company
MONTREAL

J. A. HENCKELS

TWINWORKS

CUTLERY



SOLE AGENTS

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DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
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PROMPTNESS and SATISFACTION GUARANTEED
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Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties,
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GALVO FILTER & STERILIZER
Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
Write for Doctors' Reports on the "Galvo"
"ANTI-SPLASH"
FILTERS Plain or Screw Faucets 25c Write for details.
Anti Splash Filter Co. Owen Sound Ont.

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260 St. Paul St., - QUEBEC, QUE.
Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

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ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

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The Best Door Closer is Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

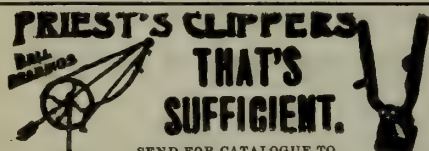
W. NEWMAN & SONS
Hospital Street Birmingham

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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PRIEST'S CLIPPERS THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Hearer Mfg. Co., Nashua, N.H., U.S.
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If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

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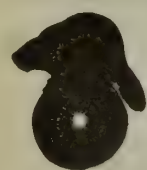
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Castings of all Kinds.

Write us for our list of
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Canadian Hart Wheels

442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

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IRON and STEEL

OF ALL DESCRIPTIONS
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Iron and Copper Rivets, Iron and Copper Burrs, Bitumated and Tubular Rivets, Wire Nails, Copper and Steel Bolt and Canoe Nails, Beutehoon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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PERTH - ONTARIO

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OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

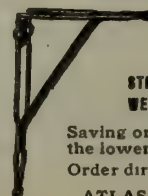
SHELF BRACKETS.

BRADLEY "METAL CLASP" SHELF BRACKETS

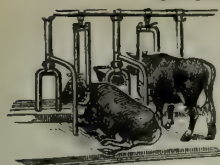
STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

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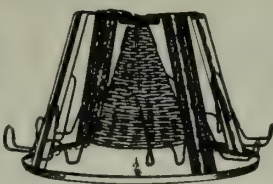


O.K. CANADIAN U BAR STEEL STANCHIONS
will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear lose.

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JIM'S Wire One Toaster
enables the user to toast five slices beautifully in two minutes and always satisfies. It is a certain seller—write for prices.
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DIAMOND CLEANSER

MAKES EVERYTHING GLITTER

Discount to jobbers. $\frac{1}{2}$ and 1 pint sizes. Requires no shaking. Will not discolor.

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354 Wellington St., OTTAWA

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OUR OFF-SET TOOL HOLDERS

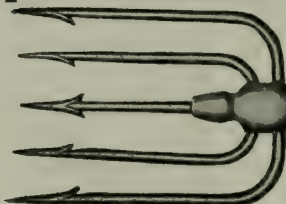
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point the way to increased sales. They are real "live wires" in the Sporting Goods line. No stock complete without them. Made in weight and sizes for all purposes

No. 22

Write for illustrated circular and jobbing prices
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Corbett Roller Bearing Trucks are the only modern trucks on the market.

Used by railroads, steamboats, factories, dry kilns, stores, warehouses, etc.

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OWEN SOUND : : ONTARIO



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

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WE MAKE A SPECIALTY OF WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

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Malleable Iron Castings

for Carriages and Special Castings of all Kinds

Manufactured by

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Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

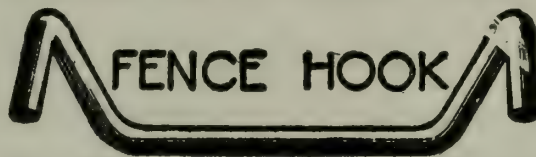
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

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For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

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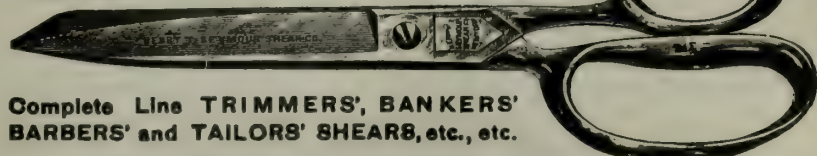
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The Standard for nearly a century

"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.

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Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

Latest catalog will be sent in exchange for your business card.

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Wholesale Plumbers' Supplies

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Steampipe, Fittings and Brass Goods

All orders receive prompt and satisfactory attention.

Write now for FREE copies of Blue Prints for septic tanks.

British Manufacture Throughout. The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will
Extinguish
Any Kind
of Fire!



Special
Prices
on
Application

Secure
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for your
District

There is no cure for fire—

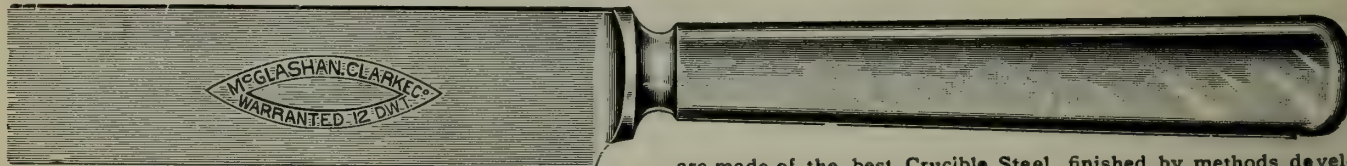
Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

Or, **GEO. H. SAYWELL, Saskatoon**
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The McGlashan, Clarke 12 Dwt. Knives



are made of the best Crucible Steel, finished by methods developed during years of successful manufacture, plate with 12 dwts. pure silver, put up in neat Rack Boxes containing one-half dozen. Every box contains our guarantee

The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. David Philip, 291 Portage Ave., Winnipeg, Man.

BUTTERMAKERS DEMAND THE "FAVORITE" CHURN

because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests. As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from $\frac{1}{2}$ to 30 gallons.



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Sold by all jobbers



Heavy Polished Tinplate

AND

Hard Red Japan

ALSO IN

Heavy Antique Copper

MADE WITH

Brass Well Only

OR

In All Solid Brass

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Branches:—Montreal, 30 St. Dizier St. Winnipeg, 56 Albert St.

SWELL
WELD

McKinnon Electric-Welded Chain

SWELL
WELD

Our Halter Chain can now
be secured in an electro-
galvanized rust-proof finish.



Send for samples and
prices, which will prove at-
tractive and very profitable.

The Name "McKinnon" Guarantees "Quality Perfect" Chain

MADE ONLY BY

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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
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Bars, Hoops, Angles, Beams, Channels, etc.

Galvanized and Black Sheets, all grades.

Tinplates Canada Plates

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Antimony, Copper, Tin, Lead, Zinc.

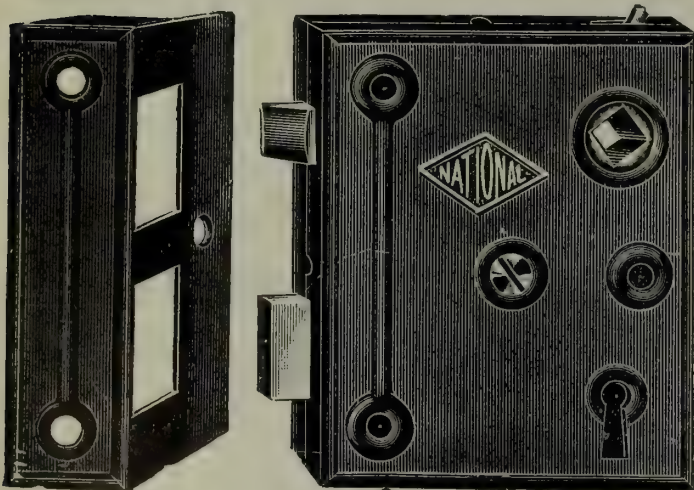
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M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
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is Built for Service



The up-to-date builder demands the BEST LOCK. The "National" Brand is the strongest, safest and most durable rim lock made—the highest quality of steel being used in its manufacture.

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National Hardware Co., Limited
ORILLIA, ONTARIO, CANADA

Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS



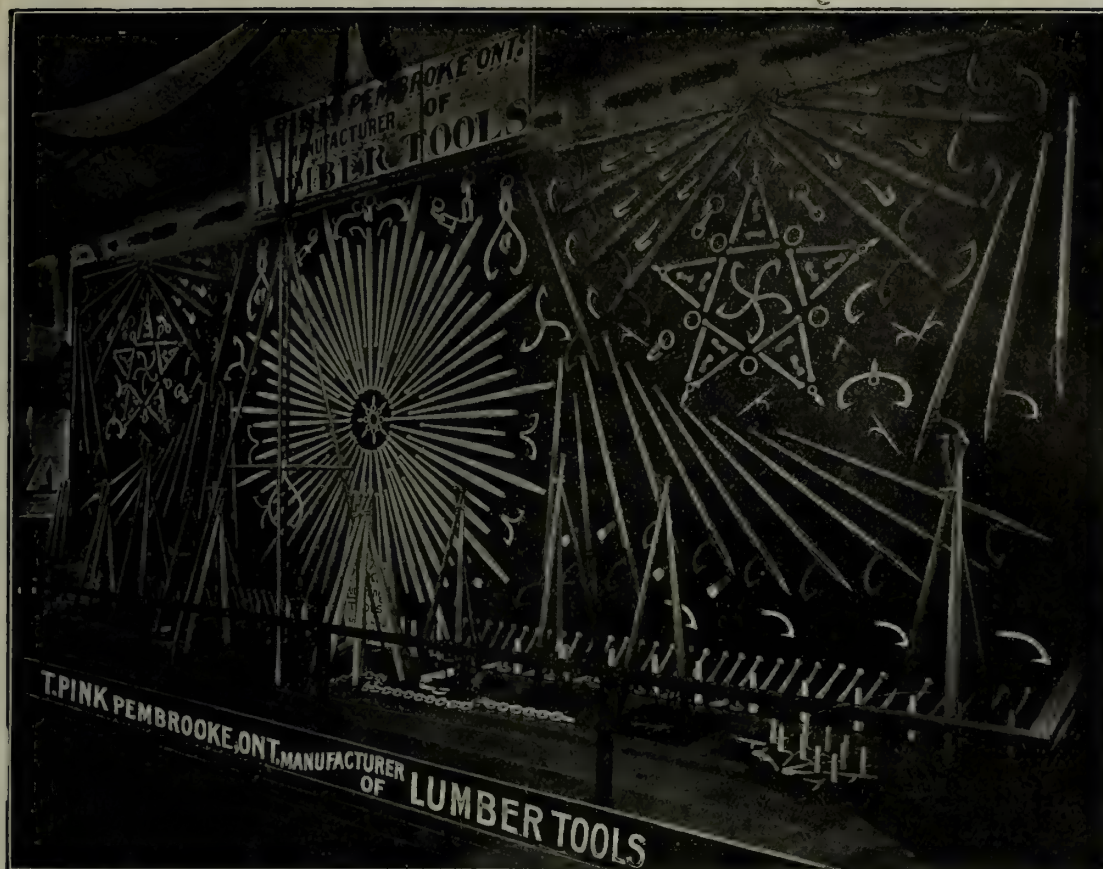
Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

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The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives

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Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable
Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

"Diamond" Reamers

The service required of a reamer is of so delicate a nature that it calls for the finest accuracy.

"Diamond" Reamers embody that degree of accuracy—not only for the first job or the second, but for more jobs than you have been accustomed to secure in your reamer service. They are furnished in both Carbon and High Speed Steels and in standard and special patterns.

"Diamond" Carbon and High Speed Reamers are of a standard that will reduce factory costs, increase output and add quality to your products. These facts should govern your reamer investments.

Jobbers in all large cities will supply, or write us.

Ask for Catalog 74 C.



Tools of Quality Bear
These Marks



The Whitman & Barnes Manufacturing Company

ESTABLISHED 1854

ST. CATHARINES, ONTARIO

Stocks carried at Winnipeg and Montreal

"MONARCH" WIRE FENCE



If you have a call for a cheap bush or portable fence we can supply a "Monarch" perfectly adapted to this need.

The "Monarch" is made in 15 sizes, so you can have one suitable for any purpose, even close enough for hogs. Every wire is No. 9 hard steel, and well galvanized.

The "Monarch" has the best Ring Lock in Canada, and cannot slip nor come loose.

It will sell itself if you have it where your customers can see it.

Write us for Catalog and Prices.

The Owen Sound Wire Fence Co.

OWEN SOUND Limited - - - ONTARIO

WELL
SEASONED

WELL
BALANCED

WELL
FINISHED

Still's Hockey Sticks

They are made of second growth Rock Elm, and are in demand by every class of player. We specially recommend

Still's Special Hockey Stick

A public favorite that leads all others

Our brands are:

"**Empire**," inferior only to our "**Special**," and "**Imperial**," a very good all-round stick. "**Champion**" is a boy's stick.

Send for full particulars

J. H. STILL MANUFACTURING CO.

St. Thomas, Ont.

Limited

WHEEL BARROWS for Every Purpose

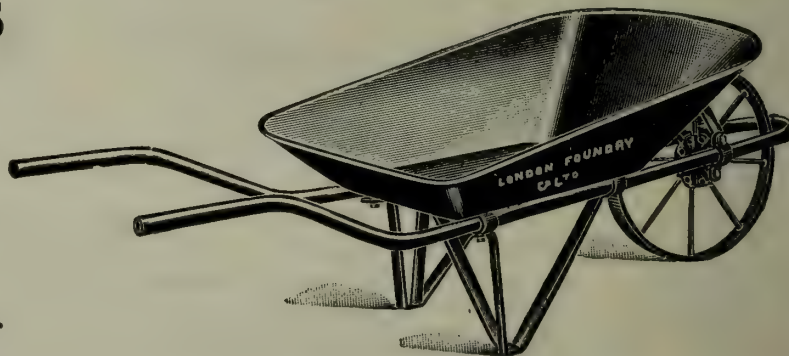
We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc., Etc.

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London - Canada

Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent



SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

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Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

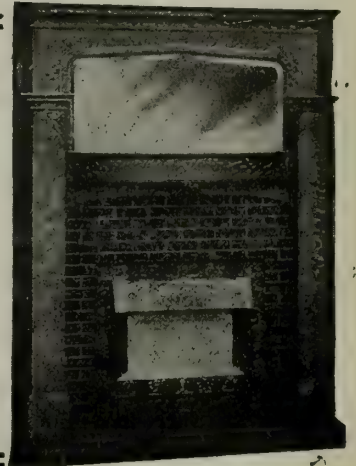
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Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.

Sole Agents for Great Britain: Chas. Nant & Co., 112 Queen Victoria St., London, E. C.

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From the old-fashioned polishes and use

POLIVIT

The Lightning Silver Cleaner

No more wasted hours rubbing away with troublesome powders, pastes and brushes. Place Polivit in water with washing Soda, and the dirt flies from the silver to Polivit.

Write for pamphlets and prices

A. A. SHUTE,
FREDERICTON, N.B.

Sole agent for Canada

Be sure and stock Polivit

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.



Brockville, Ont., Jan. 23rd, 1990
Messrs. J. W. Harris Mfg. Co., Ltd
129 Sanguinet St., Montreal

Dear Sirs:

Enclosed you will find my cheque to cover account for the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. Harrison

Made by
The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal

Recommend "ROSS" RIFLES TO ANY HUNTER

"ROSS" Rifles are famed for their accuracy and power. They are the best, as well as the cheapest—everything considered.



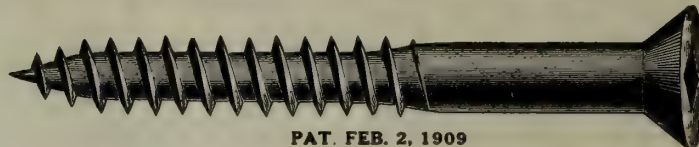
Every hunter, either amateur or professional, will find a "ROSS" a faithful friend in any emergency.

Catalogues and Discounts from
ROSS RIFLE CO., QUEBEC

ROBERTSON SOCKET HEAD

WOOD SCREWS

GET
OUR
PRICES



PAT. FEB. 2, 1909

SEE
THAT
SQUARE
HOLE

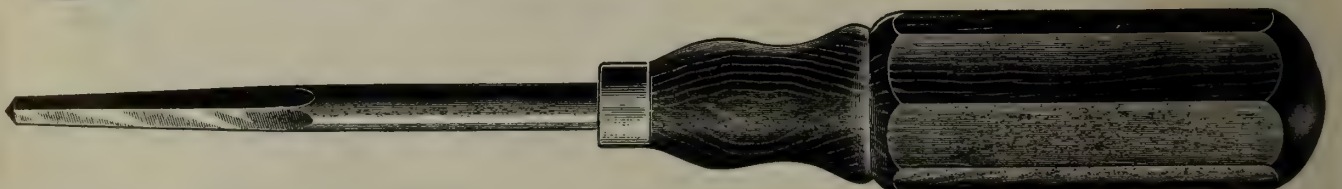
HAND DRIVERS, YANKEE BITS BRACE BITS
RIVETS, BURRS, WASHERS, NAILS, WIRE

SEND FOR CATALOGUE

The P. L. Robertson Manufacturing Co., Limited

Milton, Ont.

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Buy Your Wrapping Paper From Us

We manufacture a complete line of all kinds of wrapping paper.

Our prices are right—you will save much money and get better value for price paid by giving us your order.

Write at once for quotations and particulars.

Alex. McArthur & Co., Ltd.
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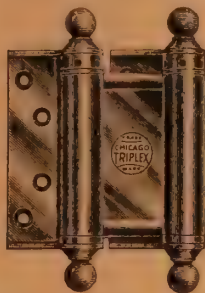
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Sole Agent for West



A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK



Stanley Tools

STANLEY CENTRE PUNCHES, NAIL SETS and SCREW DRIVER BITS are oil tempered and fully guaranteed.

STANLEY EXTENSION BIT HOLDERS enable the user to bore through walls, floors, etc., where an ordinary bit will not reach. Will follow up a 3/8 inch bit.

STANLEY ADJUSTABLE BIT GAUGE will enable one to bore any number of holes to a given depth. Can be attached to any size of bit up to one inch.

STANLEY COUNTERSINKS are suitable for every variety of wood screws.

These are all saleable tools and should be carried in stock of every hardware dealer. SEND FOR CATALOGUE.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear
this Trade-Mark

LUFKIN

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY **THE LUFKIN RULE CO. OF CANADA, LTD.**
ALL JOBBERS. **WINDSOR, ONT.**



CATALOGUE
ON REQUEST

Est. 1868  Inc. 1895.
Black Diamond File Works
G. & H. Barnett Co.
 PHILADELPHIA
 Twelve  Medals

Awarded
 By JURORS at
International Expositions
Special Prize
 Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



Nitrate of Lead

Best English Make
5 Cwt. Casks.

Stock or Import

B. & S. H. Thompson & Co.

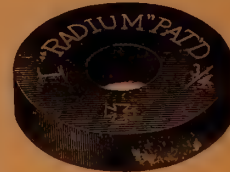
LIMITED

MONTREAL, QUE.

GOLD MEDAL
 WORLD'S EXPOSITION, BRUSSELS, 1910



VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service,
 nothing to equal them has
 ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
 OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

The Big Selling Tool Grinder for Farm and Shop

No price-cutting competition on this patented grinder. The retail price is established and maintained. Equipped with genuine Carborundum wheels and pays for itself by saving time and tools, and makes all work easier. Liberal profits, big seller to farmers, shops, mechanics, carpenters, contractors, etc.



Farm Special Outfit

LUTHER TOOL GRINDERS

25 times faster than Grindstones
 6 times faster than Emery Wheels

No need of cooling with water, no danger of drawing temper from tools. Built like a high-grade lathe, hand and foot power.

35 Styles, with Attachments

A style for every use—special attachments enable inexperienced persons to sharpen chisels, twist drills, discs, saws, etc.

Our special sales method gets quick action for the dealer—quick sales and liberal profits. Write for full information to-day.

LUTHER GRINDER MFG. CO.
 1196 Madison St., Milwaukee, Wis.



Mechanics'
 Special
 Outfit

for
 Carpenters,
 Mechanics,
 Contractors,
 Etc.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg.
New York: 115 Broadway.

Toronto: 143-149 University Ave.
Chicago: 140 S. Dearborn St.

Winnipeg: 34 Royal Bank Bldg.
London, Eng.: 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, DECEMBER 9, 1911

NO. 49

BUTCHERS' **JOHN WILSONS** KNIVES
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS'  STEELS

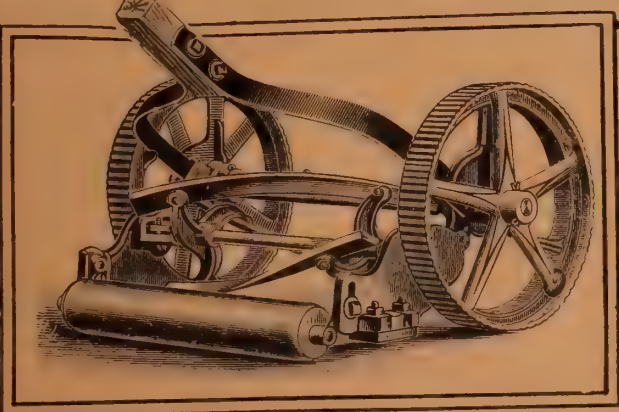
"Southern Cross" BLACK SHEETS

Can be beaten into any shape; but you can't
beat the quality.

John Lysaght, Limited
Makers
Fristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

★
**THE
STAR**



★ **LAWN
MOWER**

Guard Your Reputation By Selling "Taylor-Forbes" Quality!

The "Star" Lawn Mower is another of our trade-pulling products that will appeal to the public, because it is medium priced, yet is unexcelled in high quality and finish.

This mower is not as heavy as other makes, but is just as effective in its operation and besides it is much easier to handle.

Every dealer is assured good profits and is guaranteed against come-backs.

Get it from your jobber—he is authorized by us to make good our guarantee. If your jobber does not quote you for T.F. Lawn Mowers, write us direct.

REPRESENTED BY:—Taylor-Forbes Co., Ltd.—246 Craig St. W., Montreal; H. G. Rogers—53½ Dock St., St. John, N.B.; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C.; H. F. Moulden & Son—Traveller's Bldg., Winnipeg; Canadian United Mfrs. Agency—London, England.

TAYLOR FORBES

GUELPH

C. LTD.

ONT

HARDWARE AND METAL



No. 460B.-Standard Set, Metal Case



KNOWN THE

WORLD OVER



No. 460-Standard Set, Leather Case

The Live Gillette "Christmas Assortment"

If you have never featured the GILLETTE as a Christmas specialty, here is good "assortment" to start with:

- | | |
|---|--------|
| 1 only No. 460-Standard Set, with 12 double-edged blades, in Leather Case, to sell at | \$5.00 |
| 1 only No. 460B-Standard Set, "Indestructible", with 12 double-edged blades, in Pressed Metal Case, to sell at | 5.00 |
| 1 only No. 500-01-02-03-or-04-Pocket Edition, with 12 double-edged blades, in Metal Case, Silver Plated, to sell at | 5.00 |
| Or No. 500A, etc.-Same Sets, Gunmetal Finish | 5.50 |
| Or No. 500B, etc.-Same Sets, Gold Plated | 6.00 |
| 1 only No. 505-Pocket Edition, with 12 double-edged blades, in Leather Case (our newest set), to sell at | 5.00 |
| 1 only No. 00-Combination Set (Kodak Type), with 12 double-edged blades, Soap and Brush in Metal Boxes, whole in Grained Leather Case, to sell at | 7.50 |

We don't want to load you up—you'll easily sell this "assortment" long before Christmas. Our Newspaper and Magazine advertising will help you to quickly turn the "assortment" into dollars. So will the striking GILLETTE Counter and Change Mats which we are sending out with all these "assortment" orders. The oftener you can repeat the order the better it will be for both of us.

GILLETTE, SAFETY
RAZOR CO. OF
CANADA,
LIMITED.

Office and Factory—
63 St. Alexander St.,
Montreal.



No. 505 Pocket Edition-Leather Case.



No. 00. Combination Set.



No. 500. Pocket Edition Metal Case.

Mr. Hardware Merchant



If you want quality,
combined with price,
you cannot do better
than to buy

B. H. & L. Mfg. Co.'s

line of

Builders' Hardware

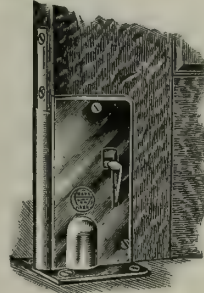
We especially re-
commend to you our
bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED ONTARIO



TRADE BUILDING

Have you a stock of Spring Hinges that
have distinctive selling features which your
salesmen can offer and which would make
the prospective purchaser
buy them and no other?



**Chicago "Relax"
Spring Hinges**

are in great demand. They
are substantial in construc-
tion and readily applied.
The **EXCLUSIVE FEAT-
URE** of spring action
release, allowing the door
to be placed at any desired position and auto-
matically re-engaging when the door is
closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes
the most complete line of Spring Hinges manufactured.

Chicago Spring Bolt Company,

CHICAGO



NEW YORK

These Two "YANKEE" TOOLS

are Catching the Mechanics

Same tool as the popular No. 30, but
with a Spring inserted in the Handle
to drive the spindle back quickly,
ready for the next push. A great
advantage for overhead work or
where only one hand can be
used. Takes all the Attach-
ments used in the
No. 30.

**Quick Return
No. 130**



"YANKEE"

Push Brace No. 75

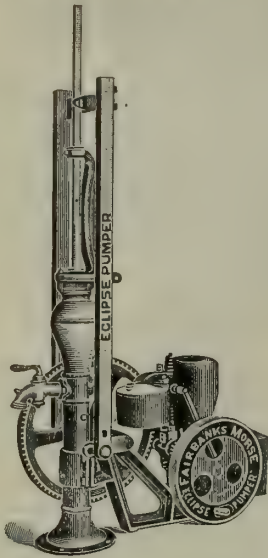
Bores $\frac{3}{8}$ " holes in any kind of wood
in half the time of a Bit-Brace and
does it easier. Drives and draws screws---
takes all the small tools and works in close quar-
ters where a Bit-Brace cannot be used. Bearing down
on the Handle drives it with that quick and easy motion of
the "Yankee" Spiral Driver. **These Are the Coming Tools.**

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

More Water for Less Money



Would you pump water from a deep well for two cents per hour? That's what the "ECLIPSE PUMPER" does right along. Neither does its usefulness end there. The engine is easily disconnected from the pump and is all ready to turn the cream separator, run your grindstone or grind your feed, etc. The "ECLIPSE PUMPER" is a practical, guaranteed "Fairbanks-Morse Engine."

Every hardware dealer should carry them; and a letter to our nearest branch will bring you our catalogs and our special terms to agents.

The Canadian Fairbanks-Morse Co., Ltd.

FAIRBANKS STANDARD SCALES—FAIRBANKS-MORSE GAS ENGINES—SAFES and VAULTS

Montreal, Toronto, Winnipeg, Vancouver, Calgary, Saskatoon, St. John

The S.M.P. NEW STYLE Machine Oilers

Made with large filler opening $1\frac{1}{2}$ " diameter



No. 690
MOWING OILER

Plain or Copper Plated.
Japanned and Stencilled.

Packed one dozen in a box.

PRICES ON APPLICATION.



No. 675
THRESHING OILER

THE SHEET METAL PRODUCTS COMPANY OF CANADA, LIMITED

Successors to

KEMP MANUFACTURING COMPANY

MONTREAL

TORONTO

WINNIPEG

A Heating Wonder

In fact, one could refer to it in all truth as "a warm proposition" without in any sense descending to the use of slang.

MILLER OIL HEATERS

Smokeless and Odorless

are proving, to **many** merchants and their customers, that what we said about the stove, in this and other Trade Journals, were **plain, ungar-nished facts.**

We said a good deal, to be sure, but we knew we were stating facts, and felt that—

"Truth That's Hushed to Earth is Almost Sin,"

so we told you just how good these Heaters are.

Produce Intense Heat
without Smoke or Smell.

Perfectly Reliable,
Absolutely Safe.



No. 451

YOU

send us your
ORDER NOW.

NOW IS THE TIME

They are
SELLING FAST.

They are
GIVING SATISFACTION.

They are
MAKING PROFITS.

Never have we known of another Oil Heater which has given the Perfect Satisfaction that is expressed regarding the **Miller Oil Heater**—a satisfaction expressed in **Repeat Orders** and a **Rapidly Increasing Demand.**

YOU should take time by the forelock and secure the benefits derived by selling a Heater of such **Pro-nounced Popularity.**

Order or Write us at Once for Particulars.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER



No. 452

Merchants—Specialties Pay Electrical Specialties

are in great demand and should have a large sale by the Hardware trade during the Holiday Season.

*When making up your Order
for the Holiday Trade include a stock of*

B-E-R-E-C LAMPS AND TORCHES

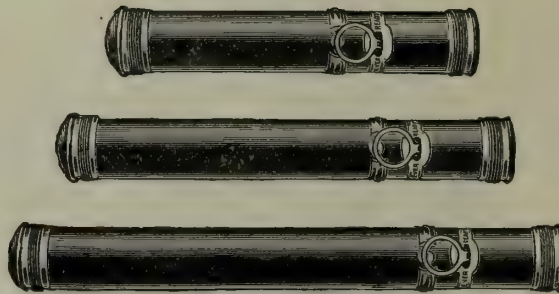
Write for illustrated Circular and Prices.

Smallest Lamp

In the World



No. 121
Pocket Lamp



B-E-R-E-C. Torches



No. 1238
Pocket Lamp



No. 1550, Lamp



No. 761, Special Lamp

The B-E-R-E-C Electrical Lamps and Torches are made of the finest materials, are beautifully constructed and finished, and are fitted with the Highest Quality Batteries and Special Osram Bulbs, which Double the Light and Life of the Battery.

We Ship Promptly.

Ask our Travellers about this Line.

We Ship Promptly.

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND METAL MERCHANTS



MONTREAL

-

-

CANADA



CASTERS

Without |Wheels,
or

DOMES of SILENCE



Made in three sizes
to suit any size Chair, Table or other Furniture.

**No more Torn Carpets or Scratched Floors.
They Glide Smoothly Over any Surface.**

The largest Hotels and Leading Homes have replaced the old style wheel Casters entirely with Domes of Silence.



**They Retail for Only 15c. a Set
and allow the Dealer a large profit.**



Why not be first to sell these to the Homes, Hotels and Stores in your Town?

SOLE WHOLESALE DISTRIBUTORS

Caverhill Searmont & Co

MONTREAL and WINNIPEG

The
Steel Company of Canada
Limited

Soft Basic Open Hearth
STEEL BARS

Excel in Toughness, Softness, Strength,
Ductility and Ease of Welding.

HORSE SHOES

HORSE NAILS

WROUGHT PIPE

MERCHANT, BLACK and GALVANIZED

WOOD SCREWS

MACHINE SCREWS

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods,

WIRE OF ALL KINDS :: FIELD FENCING
PUTTY, SHOT, LEAD PIPE, WHITE LEAD

District Sales Offices:

Hamilton

Toronto

Montreal

Winnipeg

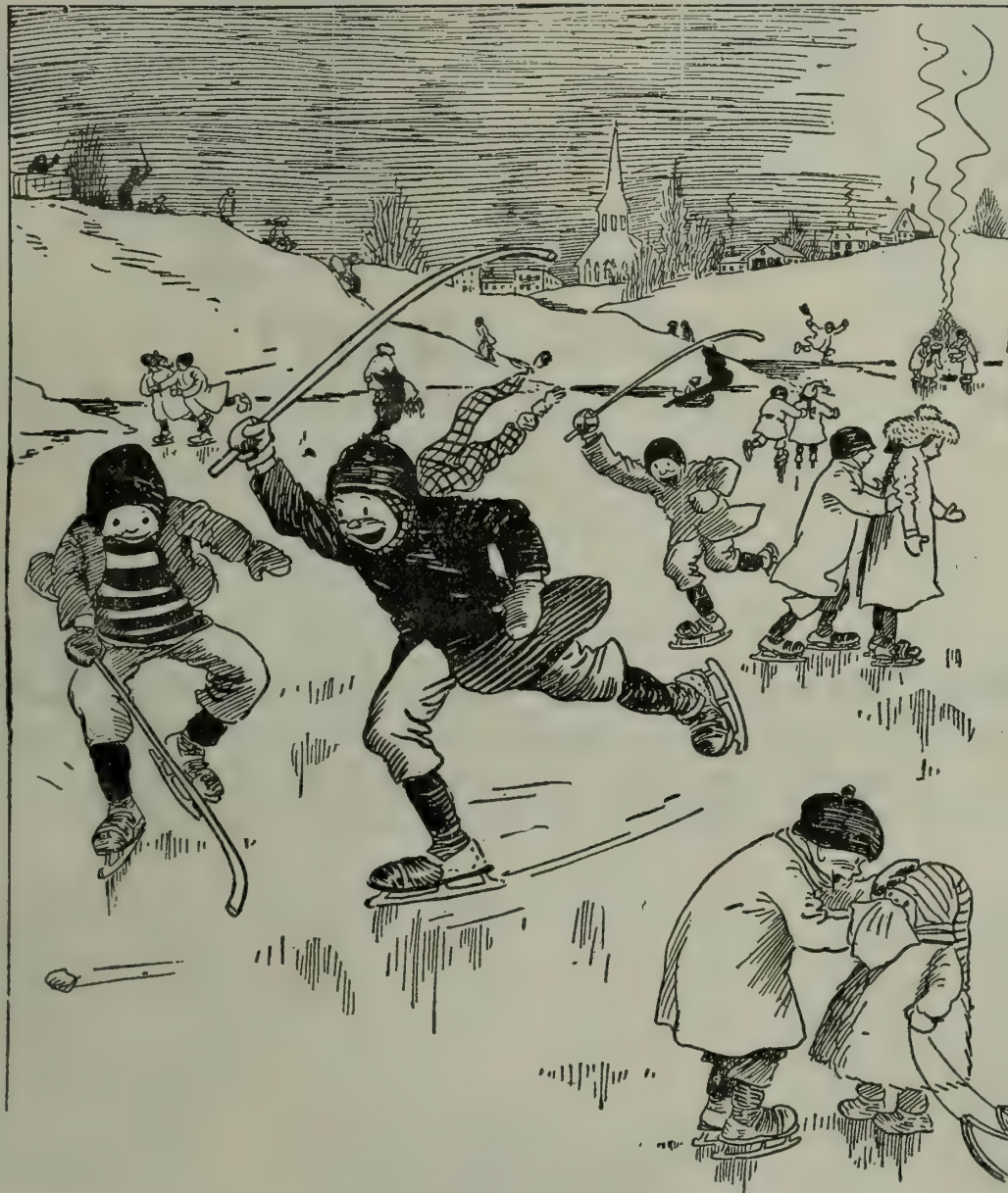
W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.

Christmas Skates



The rush is on and repeat orders must reach us promptly to insure delivery. No time to lose.

H. S. Howland, Sons & Co., Limited

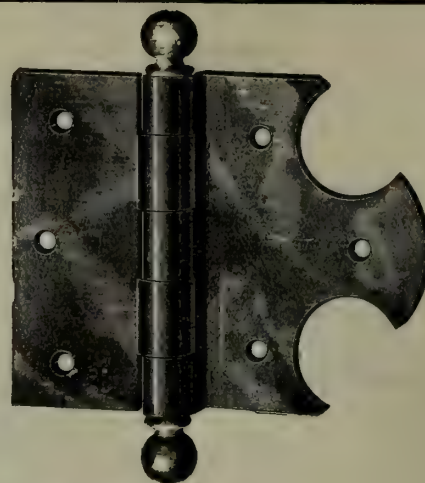
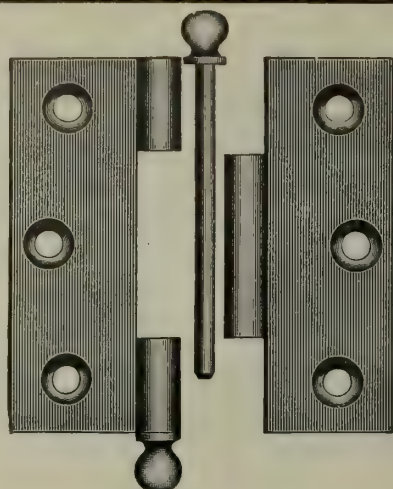
WHOLESALE HARDWARE

TORONTO

Graham Nails are the Best.

We Ship
Promptly.

Our Prices
are Right



SOME IDIOT

ONCE SAID:—"A HINGE IS A HINGE—QUALITY COUNTS FOR NOTHING."

- ❑ Don't you often think of the sales you lost to the concern down the street?
- ❑ In a majority of cases wasn't the would-be customer after a superior article than what you had in stock?
- ❑ Don't content yourself with an inferior grade in builders' hardware.
- ❑ Stock up with "Crescent Brand" Goods—then you'll have the best and can sell the best.

FOR SALE BY ALL THE LEADING WHOLESALE HARDWARE HOUSES.

Canada Steel Goods Co., Hamilton, Canada

HOLIDAY SUGGESTIONS



Nickel Plated Trays

Round, Oval and Oblong

Assorted designs

In all sizes from 12 to 18 inches



Delft Tea Pots

(German)

with pretty hand-painted designs and solid nickel silver trimmings

3 sizes— $\frac{2}{3}$, 1, $1\frac{1}{3}$ litres—also stands to match.



Nickel Plated Tea Pots

Handsome in style and finish
Sizes from 2 to 6 pints

Polished Brass Cuspidors,
Jardinières, Fern Dishes,
Flower Baskets,
Nut Crackers and Picks, etc.

Prices lower than you think, quoted on application

The Thos. Davidson & Mfg. Co., Limited
MONTREAL - TORONTO - WINNIPEG



Silversmiths and Manufacturers

of

Electro Silver Plate of Every Description, and Suitable for all Markets

PRESENTATION PLATE

An illustration of one of a number of Sets manufactured and carried in stock for presentation purposes. .

Sterling Silver

$\frac{925}{1000}$ Fine



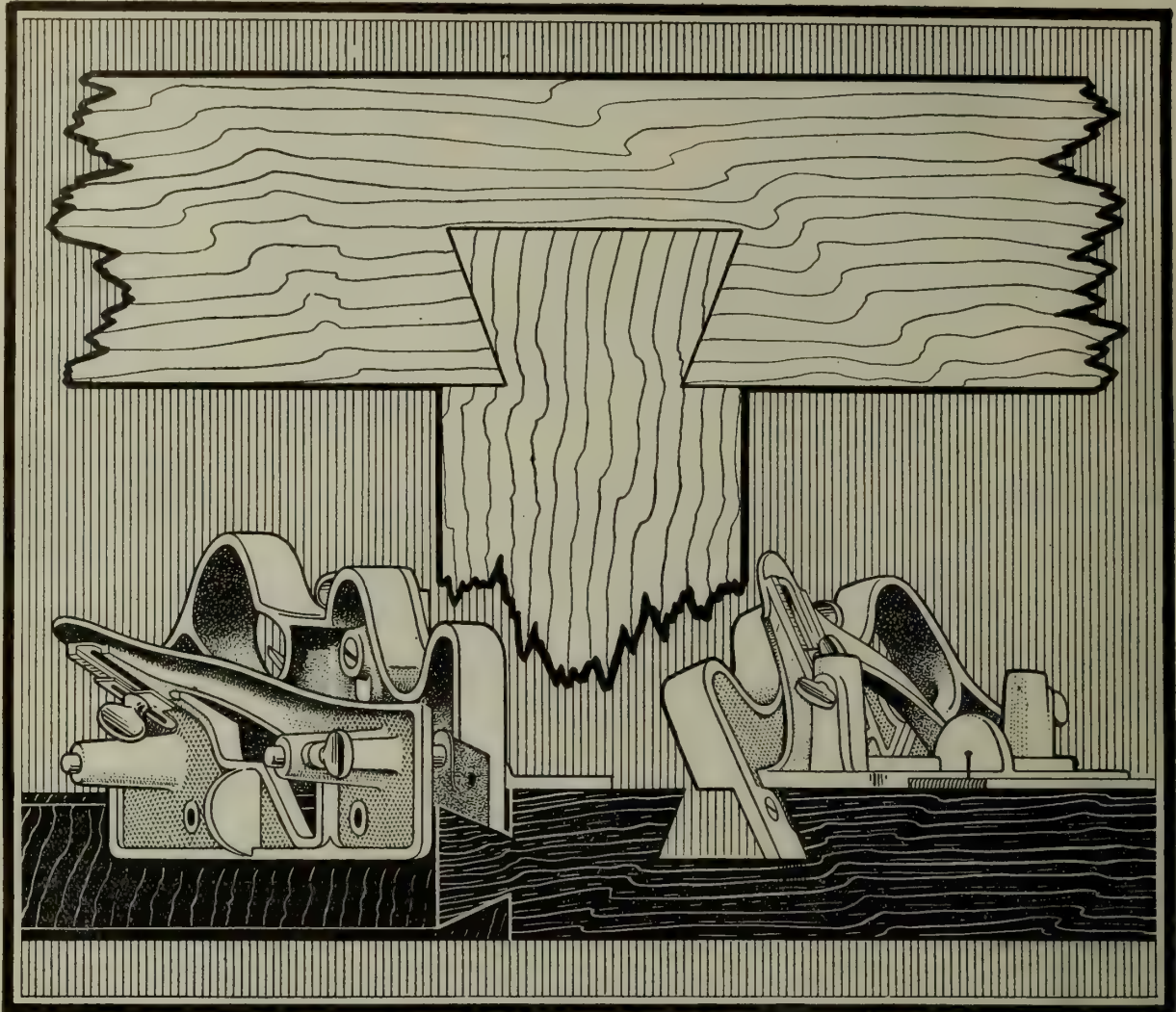
No. 161. Fluted Tea Set. Set of Five Pieces with Cream and Slop, Gold Lined, \$570.00

No. 161. Kettle and Stand, \$400.00

No. 290. 26-inch Chased **Waiter**, on feet, \$500.00

Factories and Salesrooms: West King Street, Toronto

E. G. Gooderham, President



Stanley Tools

"444"

A Combination Dovetail Tongue and Groove Plane

Something entirely new. A Plane that will interest every user of wood-working tools in your town.

This most novel Plane at one setting cuts a dovetail groove and in the other setting a dovetail tongue to match.

Not only common dovetail joints, as shown in the illustration above, but irregular dovetail joints of all kinds can be made with its use.

The operations are simple and the accurate, perfect fitting joints obtained, both parallel and tapering, will convince the workman of the utility of this unique and original tool.

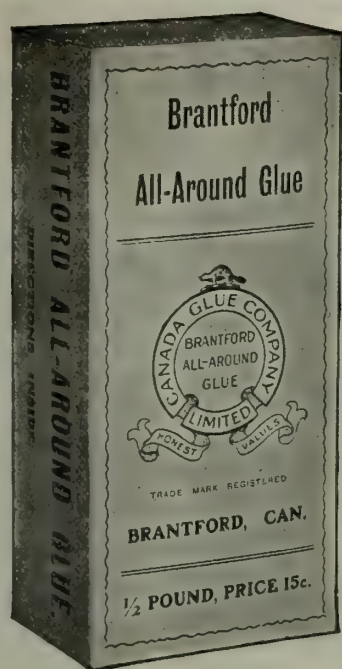
Send at once for complete description, as it is going to attract a great deal of attention among pattern makers, cabinet makers, carpenters and wood workers in general.

STANDARD
THE WORLD
OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY
TOOL
GUARANTEED

BRANTFORD



ALL-AROUND GLUE

J. H. Ashdown Hdwe. Co., Ltd. Calgary, Alta.
 Ross Bros., Limited. Edmonton, Alta.
 E. G. Prior & Co., Ltd. Victoria, B. C.
 Hanbury Hardware Co. Brandon, Man.
 J. H. Ashdown Hdwe. Co., Ltd. Winnipeg, Man.
 Marshall-Wells Co., Limited. " "
 Merrick-Anderson Co. " "
 Miller-Morse Hdwe. Co., Ltd. " "
 G. F. Stephens & Co., Ltd. " "
 Winnipeg Paint & Glass Co., Ltd. " "
 Wood, Vallance Ltd. " "
 Jas. S. Neill & Sons, Ltd. Fredericton, N.B.
 Emerson & Fisher, Limited. St. John " "
 The S. Hayward Co., Limited. " "
 A. M. Bell & Co., Limited. Halifax, N.S.
 Cragg Bros. & Co. " "
 Thompson & Sutherland. New Glasgow, N. S.
 Whites Limited. Collingwood, Ont
 The Fife Hardware Co. Fort William, "
 Wood, Vallance & Co. Hamilton, "
 Cowan Hardware Co. London, "
 Thos. Birkett & Son Co., Ltd. Ottawa, "
 Cochrane Hardware, Limited. S. Ste. Marie, "
 H. S. Howland, Sons & Co. Toronto, "
 Kennedy Hardware Co., Ltd. " "
 Rogers Hardware Co., Ltd. Charlottetown, P.E.I.
 Caverhill, Learmont & Co. Montreal, Que.
 Frothingham & Workman, Ltd. " "
 Lewis Bros., Limited. " "
 Peart Bros. Hdwe. Co., Ltd. Regina, Sask.



*"A substitute shines brightly as a King until a
 King be by."*

MERCHANT OF VENICE

DID it ever occur to you what a depth of meaning is con-
 tained in the words above? It is true of

BABBITT METALS

as well as of

KINGS

That is how Harris Heavy Pressure—the Babbitt Metal without a fault—
 has attained its present position, and proved by comparison that it is
 best Babbitt Metal for all General Machinery Bearings.

Engineers Know that **Harris Heavy Pressure**
 is copper hardened, flows freely and gives a bearing that lasts.

Hardwaremen Know it brings repeat orders, and makes satisfied customers.

WRITE FOR PRICES

The Canada Metal Co., Limited, Toronto

Maxwell's "PURITY" Food Cutter



is radically different from the ordinary.

The barrel is in two closely fitting sections, clamped together in working position in the frame by one set-screw.

Loosen this screw and the barrel slips out and comes apart, releasing worm, cutting knife and disc. Every part is then easily accessible for cleaning, justifying the name "PURITY."

Particular people buy the "PURITY" on sight.

We are the only manufacturers in Canada making Food Cutters and we claim that in quality and finish Maxwell's Food Cutters are superior to any of foreign manufacture.

Write for prices and particulars.

DAVID MAXWELL & SONS
ST. MARY'S, ONT.

Make Your Store Known To the Users of Game Traps



Professional Trappers and Boys who want to trap will be attracted by this window display. It will call attention to your store in an unusual way and will bring you big sales. Yet the cost of materials in this display is **Less than \$2.00.**

For cards and information for putting up this window, write

ONEIDA COMMUNITY, LTD. - NIAGARA FALLS, ONT.

CLARK Indestructible Steel Heaters



CLARK No. 7X HEATER

*For use in
automobile,
wagon, sleigh
or carriage in
cold weather.*

Show Good Profit to Dealers

These are the unbendable and unbreakable heaters that are advertised extensively to your customers.

There are no castings of any kind in Clark heaters.

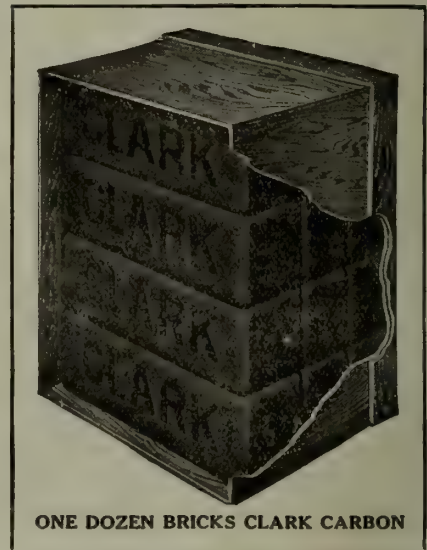
These heaters are made in 20 styles and sizes, ranging in price from \$1.00 to \$10.00—something for every taste.

Clark heaters are not to be compared with the cheaply made, cast end heaters sometimes offered. Every Clark heater is made with a view to satisfying the purchaser.

When a Clark heater is sold it stays sold.

Practically all jobbers in Canada carry Clark heaters.

Write for new 1911-12 Catalog



ONE DOZEN BRICKS CLARK CARBON

CHICAGO FLEXIBLE SHAFT COMPANY

250 Ontario Street, CHICAGO

ERNEST STEVENS LIMITED, STOUR WORKS, CRADLEY HEATH, ENGLAND

MANUFACTURERS OF



"Judge"

Brand"



ENAMELLED, TINNED,
GALVANIZED, JAPANNED
and BURNISHED

WROUGHT STEEL HOLLOW-WARE

From Smallest to Largest Sizes



ABSOLUTELY UNBREAKABLE



FIRST-CLASS QUALITY
AND FINISH

Small orders can be enclosed to
Montreal.

SOLE CANADIAN REPRESENTATIVE:

JAMES A. HENDERSON, Metals and Hardware, 234 Board of Trade Building, Montreal,
where a full range of our samples may be seen. Illustrated catalogues may be obtained on
application with prices and discounts, duty unpaid and duty paid.

This New **Hero Quality** OILER

commends itself to you because :

Our New Process ingeniously rolls the bottom and gives

"THE SPRING THAT WON'T COME OUT"

With this Oiler a leak is a physical impossibility.

It has the "Springiest" Bottom and is the Tightest Oiler made;
Body and bottom one piece. One and one-half inches wide
at the mouth. Copper-plated unless otherwise
ordered.

Packed in boxes to hold one dozen each.

Your Jobber has them.

The Hero Manufacturing Company

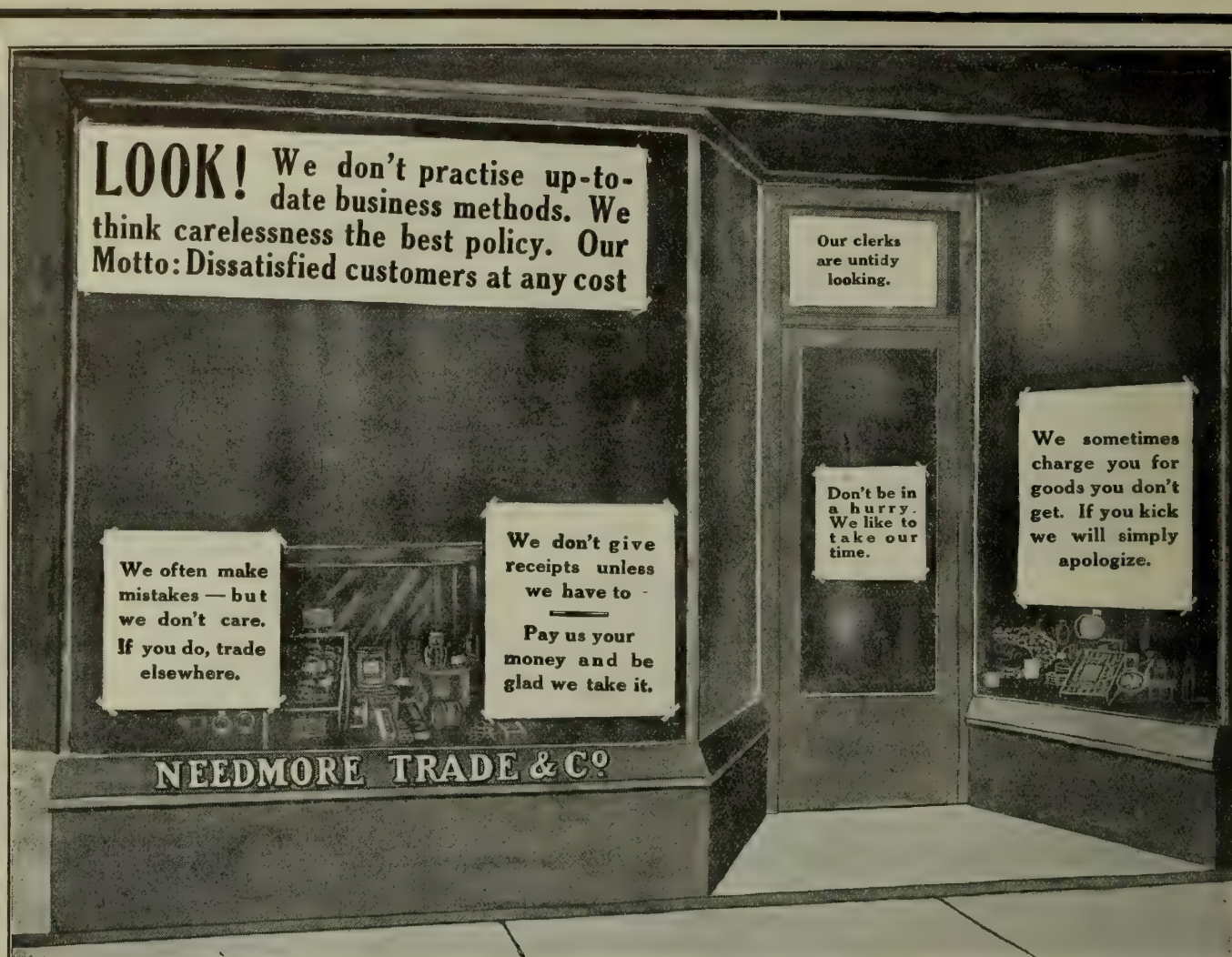
KENSINGTON

PHILADELPHIA, PA., U.S.A.

(Pat. Appl'd For)



No. 1130 (Straight Spout)
No. 1131 (Bent Spout)



This Is BAD Advertising !

YET thousands of merchants are doing this very thing every day. Not by sticking signs in the window—but by their methods, by their neglect to adopt modern store system. Actions speak louder than words, remember. You don't have to tell people how you do business. You are showing them, every day.

Is this the kind of advertising YOUR store is getting? This is a very serious question that every merchant should carefully consider.

If unsatisfactory conditions exist in your store lose no time in remedying them. Prevent mistakes, avoid disputes, stop all losses and insure absolute accuracy in all money dealings—as a million other successful merchants have done—by getting a National Cash Register. Then “put a receipt in every parcel.”

You cannot succeed without a good system—and the better your system the better you will succeed. No store system ever invented has done so much for so many merchants at so little cost, as the National Cash Register.

Customers like to deal in stores that have a National Cash Register. They know it guarantees absolute accuracy, promotes efficiency, and stands for up-to-date methods and good management. And they realize that good management means better values.

There's a National Cash Register built for you, and the money it will save you will pay for it.

WRITE FOR FURTHER INFORMATION TO

NATIONAL CASH REGISTER CO.

Head Office and Factory, for Canada, at Toronto

F. E. MUTTON, Manager in Canada

Quality Did It.

Back in 1864 the Nicholson File Co. started making files with an output of 100 dozen a day to supply a local market. At the present time the files made by the Nicholson File Company sell at the rate of 16,000 dozen a day, and the market is the whole civilized world.

These are the well-known brands made by the Nicholson File Co. in Canada.

"American"
 "Arcade"
 "Great Western"
 "Globe"
 "Eagle"
 "McLellan"
 "Kearney & Foot"
 "J. B. Smith"

All steel used in Nicholson Files is made strictly according to our own specifications which have been adopted after many years of experiment. And we use different grades of steel for different kinds of files. As a result, Nicholson-Made Files are the fastest cutting tools of their kind in the world.

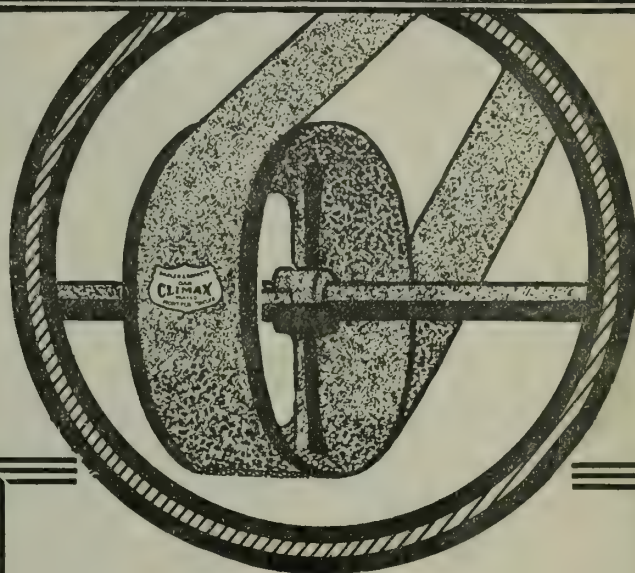
Your Jobber can Supply you.

NICHOLSON FILE CO.

(Dominion Works)

PORT HOPE - ONT.

"CLIMAX" LEATHER BELTING



This is a belting that every hardwareman should handle as it never slips, and stretches less than any other belting on the market.

Only the choicest leather is used in its manufacture and this leather is treated and thoroughly tested by experts before being made into a belt, assuring a high quality that cannot be excelled.

*Write us at once for proposition
and prices; they will
interest you.*

Sadler & Haworth

ESTABLISHED 1876

MONTREAL, 511 William St.
 TORONTO, 27 Melinda St.
 ST. JOHN, N.B., 89 Prince William St.
 WINNIPEG, 244 Princess St.
 VANCOUVER, B.C., 217 Columbia Ave.



GRISWOLD Aluminum Ware



This high-grade ware is solid throughout, having no joints, seams, rivets or solder to leak or give trouble.

Its finish is especially hard and will resist acids and alkalies.

It will conduct heat more rapidly than other metals and retain it longer.

This ware is very light and attractive—just the kind every housewife wants.

Griswold Waffle Irons



This is a waffle iron that is backed by a good reputation. Here are a few of the features that make it superior to other makes on the market.

EXTRA HEAVY PANS that insure well-baked waffles.

PATENT BALL LOCK JOINTED HINGE permits pans turning with ease.

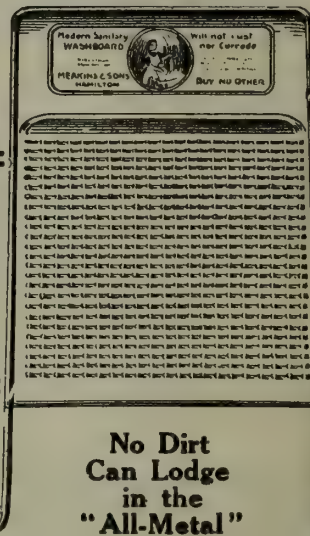
IMPROVED WOOD HANDLES fitted into Air-cooled sockets prevent burnt fingers.

SPECIALY DESIGNED RING catches every drop of grease or batter.

All frames are neatly japanned. Get our catalog.

THE
Griswold Mfg. Co.
ERIE, PA.

Nowadays Home Management is a Science



No Dirt
Can Lodge
in the
"All-Metal"

MEAKINS' SANITARY WASHBOARDS

have no joints or wooden parts to catch and hold the dirt or germs, which means it is sanitary.

Meakins' Sanitary Washboards are built upon scientific principles. They are made in one piece, will not rust or corrode, have no nails to come loose or rough edges of zinc to cut hands.

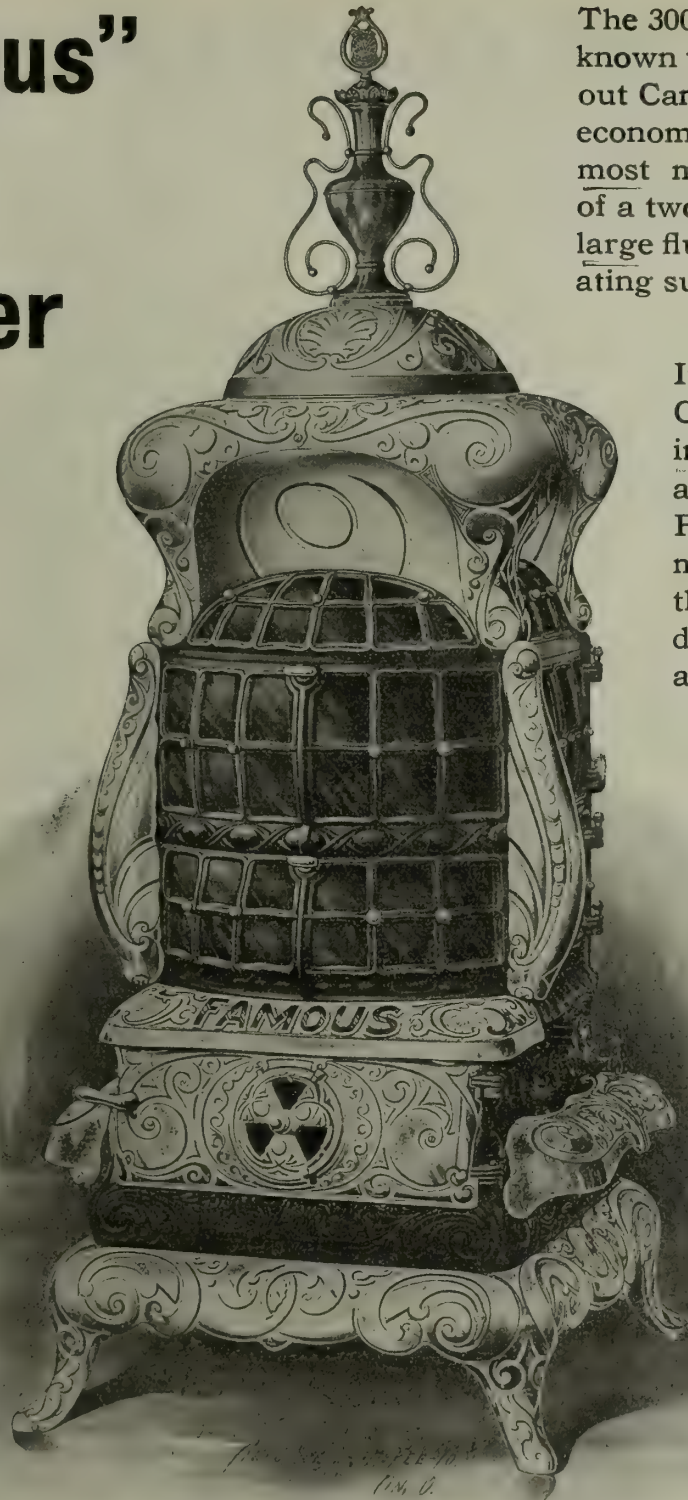
Meakins' Sanitary Washboards command a steady sale, which will pay you well to stock.

*Ask us for Particulars
and Prices*

Meakins & Sons
Hamilton, Ont.

“Famous” Base Burner

==
**No. 300
Series**



The 300 Series is favorably known to the trade throughout Canada as a first-class economical heater. It is the most modern construction of a two-flue stove, having large flue capacity and radiating surface.

It has the Famous Combination Shaking and Duplex Grate and Semi-Steel Fire Pot, which can be removed and replaced through the front doors, large ash pan and coal magazine.

Every stove is a double heater and the warm air can be conducted to another room. Has elaborate carved, highly polished nickel trimmings, making it a handsome piece of furniture for any home.

McCLARY'S

TORONTO

MONTREAL

LONDON

VANCOUVER

ST. JOHN, N.B.

HAMILTON

WINNIPEG

CALGARY

SASKATOON



INEXCUSABLE

It is not necessary to have hot boxes or to be rebabbitting bearings every few months. The following letter is merely one among thousands. Why not insist upon having Magnolia; it will show a big saving all along the line.

Philadelphia, Pa., Jan. 2nd, 1911.

Dear Sirs:

I will tell you about the use I have put Magnolia to. I poured three bearings on Jack Shaft that were always hot and could not lay your hand on. I put Magnolia in and the bearings are now running fine and are about 100 degrees warm—there was White Brass in them before. I poured a top bearing block on a 300 h.p. Corliss Engine that could never be kept cool; no more trouble. This was done five months ago. Four months ago I poured a main bearing on a 250 h.p. Griene Engine, top, bottom and quarter blocks, started the engine up, it never got hot. Engine runs twenty-three hours a day. I had trouble with Motor bearings; had to fix them every couple of months, they had white brass in before, changed them all to Magnolia, have not had any trouble since. This was one year ago. I have used it on Crank Pin bearings and find it fine. I hope this is good news for you.

Yours truly,
CHAS. E. REBER,

Foreman Machine Shop and Repairs, Camden Coke Co., Camden, N.J.

Sold by Leading Dealers Everywhere or by

SPECIAL OFFER **PRACTICAL ENGINEER POCKET BOOK.**
680 pages, over 2000 subjects---40c. post paid.
We do not aim to make a profit on these books: We buy them in large quantities as an advertising medium and give engineers benefit of low price. They are highly spoken of by engineers.
Address Montreal Office

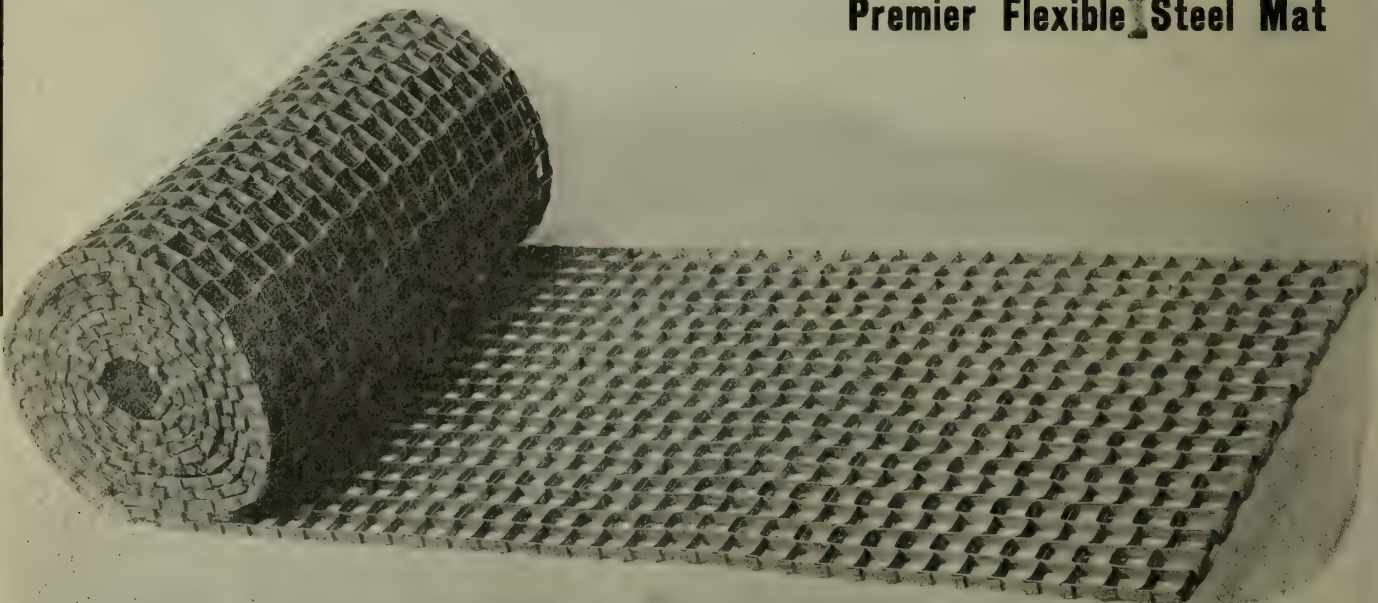
Magnolia Metal Co.

225 St. Ambroise Street : MONTREAL

NEW YORK CHICAGO



Premier Flexible Steel Mat



is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars. It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 ft. to 100 ft. Special mats made to order on short notice.


The Schultz Manufacturing Co., Limited, HAMILTON, CANADA

**THE
HOUSE-
KEEPER'S
FRIEND**

**The "White"
Mop Wringer**

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in
nearly every instance.
They save the labor by
performing it.
They are neat, inexpensive,
durable and agreeable
HELPERS,
Ask your jobber for them.
If they will not supply you
address:

**THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.**
Manufacturers of Mop Wringers
exclusively



**This
Trade Mark
Ensures
Genuineness
Originality
Perfection
Satisfaction**



Oakey's

The original and only
Genuine Preparation for
Cleaning Cutlery, 6d.
and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

No Matter Whether It Is A

Skyscraper, mansion or
a cottage for which you
are buying glass, you
want goods that will give
you **SATISFACTION.**

By purchasing from us
you get

**QUALITY
Prompt Service
RIGHT PRICES**

Let us fill your next speci-
fication, which will place
you among the number
of those who have been
convinced of the superi-
ority of our glass.

**The Consolidated
Plate Glass Co. of
Canada, Limited**

TORONTO

MONTREAL

WINNIPEG

Not an Apology But a Regret

To our many dealers
who have experienced
delay in shipments we
express sincere regret.
This difficulty was
however through no
fault of ours but was
rather an unprecedent-
ed compliment to the
quality of

**PEASE
FURNACES**

We added to our plant
and manufactured a
large stock in advance
of orders anticipating
a considerable increase
in trade—but never
dreaming of such an
avalanche of orders as
we received. October
was the record month
in the whole history
of our business, but
November will set an-
other mark.

We urge dealers next
year to order early—
educate your customers
to the many advantag-
es of doing so.

PEASE FOUNDRY COMPANY

LIMITED

Toronto

-

Ontario

213



Acme Products Are Accurate

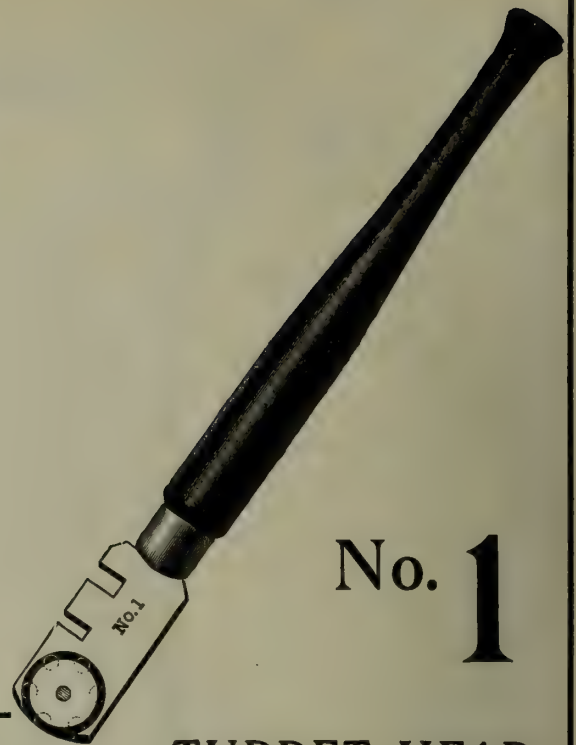
THE piece shown is a fair sample of Acme Products. Millions of just such pieces are made yearly to the entire satisfaction of our customers. All parts which are the product of Iron, Steel and Brass Bars are made accurately and quickly to your samples and drawings. Acme parts excel in smooth edges, Accurate Drilling, Good Finish, Clean Threads and Uniformity.

WE carry a complete stock of regular Cap and Set Screws in "V" or U. S. Threads. Also S.A.E., Standard, Plain or Castellated, soft or casehardened and semi-finished Castellated Nuts. Our literature on Hex. Brass Nuts will interest you in variety, quality and price.

The National-Acme Mfg. Co.
MONTREAL, St. Decourcelles & G.T.R.

CLEVELAND, 7,500 Stanton Ave.; NEW YORK, 77 White St.; CHICAGO, 549 Washington Blvd.; BOSTON, 141 Milk St.; DETROIT, 1222 Majestic Bldg.; ATLANTA, 3rd National Bank Bldg.

Factories: CLEVELAND, MONTREAL.
Warehouses: NEW YORK, CHICAGO.



No. 1 TURRET HEAD GLASS CUTTER

Unquestionably the finest steel wheel Glass Cutter offered to the trade.

Note the TURRET containing six cutting wheels which may be brought into play in turn.

Each cutting disc carefully hardened, ground and honed, and is then tested by actually cutting glass.

There are no poor cutters in these tools.

Goodell-Pratt Company

Toolsmiths

GREENFIELD,

MASS., U.S.A.

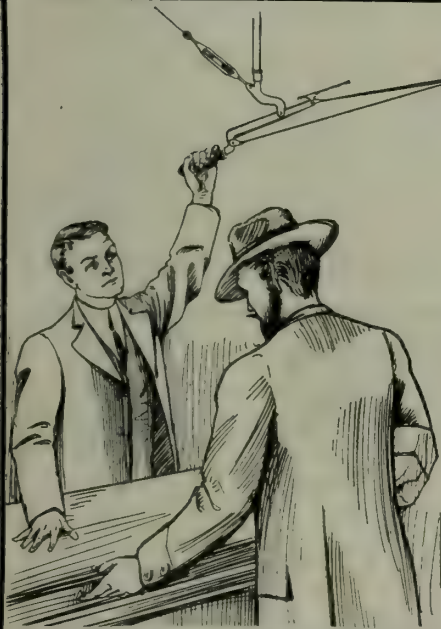
Ermaline Paper Bag Cookery

REGD.



DO NOT FORGET that a first sale of Ermaline Cooking Bags leads to many repeat orders.

As a labor-saving device this new method has been revolutionary in its effect. Ask your wholesaler about it—he will tell you.



Keep Your Clerks on the Job !

How often are additional orders missed by the fact that your clerks have to carry change. Their salesmanship is destroyed by the interruption.

The Perfect Cash and Package Carriers

have a hundred uses that mean money in your till. They are simply and durably built; easily installed and sightly.

WRITE US FOR BOOKLET GIVING PARTICULARS AND PRICES.

The Hamilton Brass Mfg. Co., Limited

HAMILTON, ONTARIO

∴

MONTREAL, P.Q.

TELEGRAMS: "BIGSBY, MITCHAM."

(Established 1840)

CODE: A B C—5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardboard Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal. For British Columbia—AMES BROS., Box 355, Vancouver, B.C. Saskatchewan, Alberta and Manitoba—G. H. SAYWELL, Saskatoon.

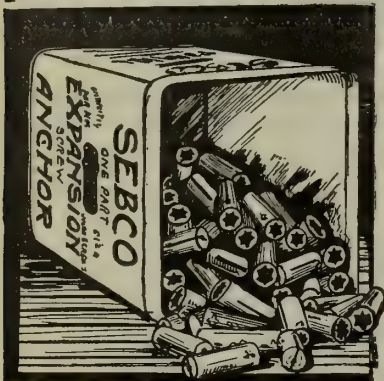
Mr. Saywell will be pleased to submit samples and prices.

STAR EXPANSION BOLTS

**Somebody's Going To Get It
—It Might As Well Be You**

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.

It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?



Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 14 Bannatyne Ave., Winnipeg, Can.;
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.



MERMAID

**Every File Tested Before
Leaving Works**

That do MORE WORK at LESS COST than ANY others on the market

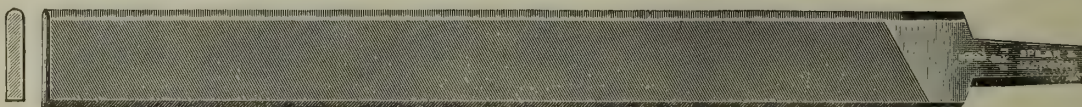


LEAP-FROG

F 127-3
Square File



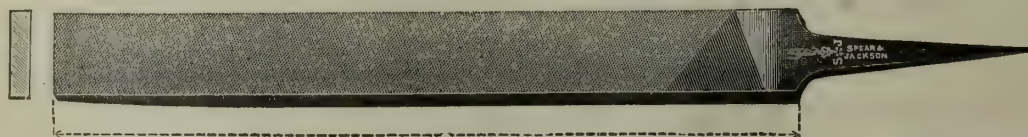
F 122—Mill
Saw File
one round
edge



F 21—Half
Round
Rasp



Hand File



Also
AMERICAN
Pattern at
REDUCED
PRICES

Our Files are
used by the
LEADING
Manufacturers
in Canada, for
the simple
reason they
are more
EFFICIENT
than any
others.

HENDERSON & RICHARDSON
Board of Trade Building, MONTREAL

SPEAR & JACKSON
SHEFFIELD, ENGLAND

METALLIC CEILINGS

"Boost Them, Mr. Hardware Man, Boost Them."

"Metallic" has talking points over every other interior finish. If you don't know them, ask us.

Wood, paper, plaster and burlap will fade away before the "Metallic" booster.

Metallic Ceilings carry three separate profits—on the sale of the goods, on the erection and on the paint to re-coat them.

Get in touch with us to-day.

The dealer who is boosting OUR Ceilings is always on top. He can do a better job and do it quicker than any other fellow.

WHY?

Because he's got the goods to work with.

Properly made stock re-squared after stamping goes a long way towards making a success of the ceiling business.

We have that kind.

Catalogue and Samples on request.



THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

(C.21)

THE TYPEWRITER and THE PRICE

If you could buy a typewriter for \$25.00 that was originally sold for \$125.00, and you were convinced it would give you years of excellent service, you would think it a bargain, wouldn't you?

And you would be right.

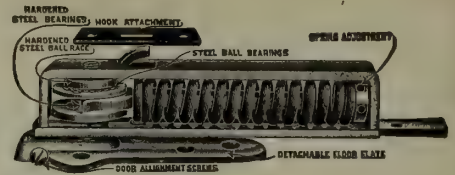
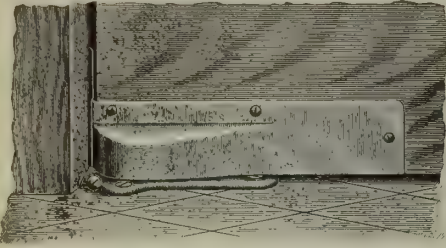
If you will write us for details, we will give you full information about just such bargains.

The MONARCH TYPEWRITER COMPANY, Limited

46 Adelaide Street West, Toronto

ASK US WHY

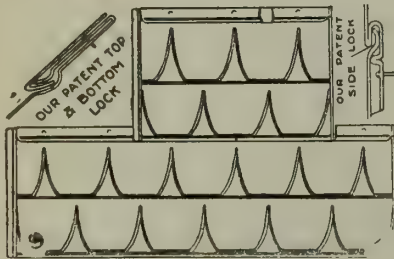
If you want to know more about "STANDARD"
DOUBLE ACTING
SPRING FLOOR



HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

THE VALUABLE AND IMPORTANT FEATURES OF "CROWN" Patent Lock All Round Steel Shingles ARE



First:—THE SIDE-LOCK, a patent expansive joint, which cannot become unhooked after being laid.

Second:—TOP and BOTTOM LOCK which provides perfectly against rain, snow and wind.

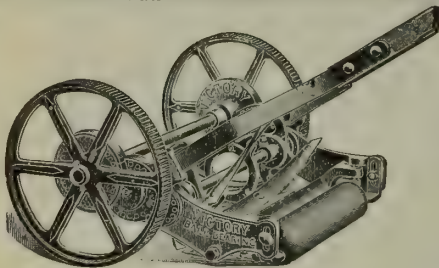
Crown Shingles are easy to lay, economical, and add greatly to the appearance of buildings to which they are applied.

Write to-day for sample, catalogue and price list.

McFARLANE, DOUGLAS CO., Limited,
Manufacturers

250-260 Slater Street

Ottawa, Ont.



TOWNSEND MOWERS

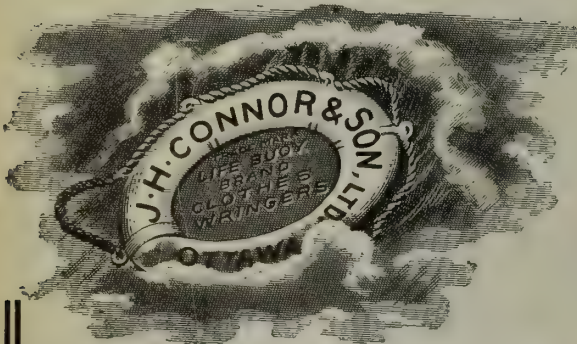
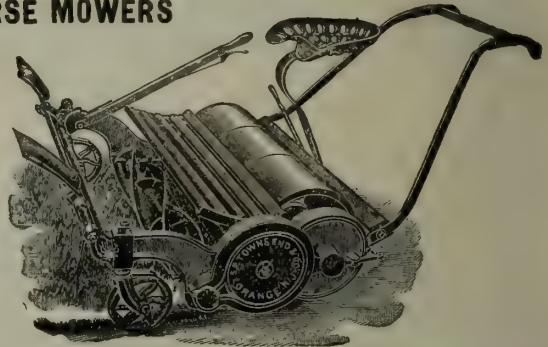
HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.



Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices also full particulars.



J. H. CONNOR & SONS, LTD., OTTAWA, CANADA

Merriok-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

"COLUMBIA"

The Battery That Gives the Right Service

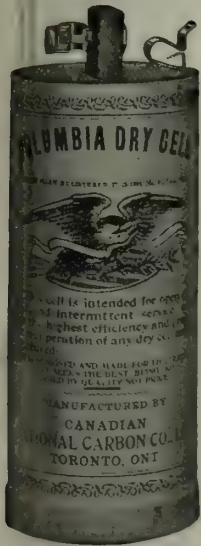
We have the largest and most complete equipment in Canada for manufacturing dry cells and have won a reputation for producing goods of superior quality and efficiency.

Our large output enables us to produce these goods at a surprisingly low price, a price that will appeal to every prospective buyer yet yield the dealer excellent profits.

We are in a position to make quick shipments of fresh cells and guarantee them to give the highest satisfaction.

Once you know them, you will sell no others.

ADDRESS H.M.—11



Canadian National Carbon Co., Ltd.
Toronto, Ont.

GOOD PROFITS

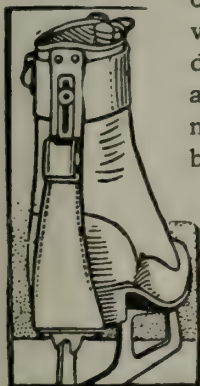
prevail wherever

The "Perfection" ANKLE SUPPORT

IS SOLD

It does away with all old-time cumbersome devices and the fatigue which prevents many from indulging in this healthful pastime.

It is the most compatible device for the support of weak ankles, as it is made of the very best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but cannot move sideways.

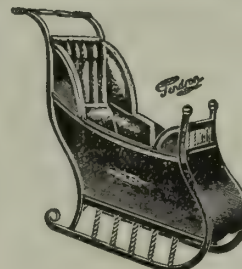


Write us at once for circulars and prices.

THE OWEN SOUND STEEL PRESS WORKS

OWEN SOUND

ONT.



No 1186—BABY SLEIGH



No. 7 RAIL WAGON



VELOCPEDE



FLEXIBLE SLEIGH

The dealer who makes a practice of selling articles that create enthusiasm among his customers should get acquainted with

"GENDRON" GOODS

They never fail when it comes to long service, and besides this they are very attractive, well designed, finely finished, and yield good profits to the dealer. Your customers will buy them on sight. Write us at once.

The Gendron Mfg. Co., Limited

DUCHESS STREET,

TORONTO, ONT.

How Big a Man Are You?

Your weekly envelope will answer this question.

The dollars per week you earn, proves your bigness or littleness---your importance or unimportance---whether trained or untrained.

MacLean's Magazine

offers you a chance to become a trained man, to increase your salary without interfering with your present work.

We have a position for you on our circulation staff. Circulation work on a magazine like MacLean's affords a better training in salesmanship than that afforded by any other commercial business.

You can fill a position with the MacLean Publishing Company which will only require your spare hours.

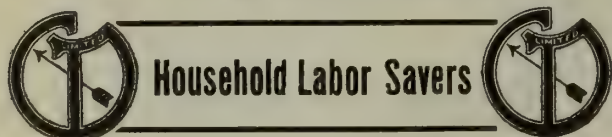
Write for our terms and further particulars to

MacLean Publishing Company

143-149 UNIVERSITY AVENUE, - - - - -

TORONTO

YOUR TRADE WANTS



Household Labor Savers

Power Washers
NEW CENTURY, VELOX and IDEAL

Hand Washers
NEW CENTURY, NOISELESS, SNOWBALL,
FLYER and SUNLIGHT

← ARROW BRAND CLOTHES WRINGERS
LEADER BARREL CHURNS and ROTARY
LAWN DRYERS

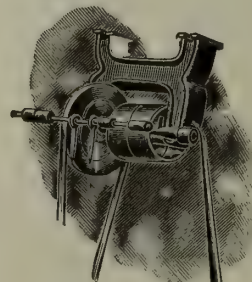
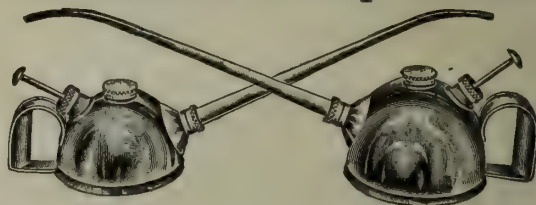
Prompt delivery is one of the many advantages of selecting your stock from our line. **QUALITY, VARIETY and POPULARITY** are among the others.

We have also explained their merits to housekeepers all over the country. They know the special features that distinguish them, and want no other.

Give your customers the opportunity to buy our machines. It will result in the addition of many figures to your sales totals.

CUMMER-DOWSWELL, LIMITED
HAMILTON, ONT.

Howland's Pump Oilers



For sale by
all Jobbers
in Canada.

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

EVERY SPORTSMAN WANTS ONE



This 14-Candle Power Lamp projects a bright white light 150 feet on the darkest night and fills every lighting requirement for the Camper, Hunter, Angler and Trapper. The

BALDWIN CAMP LAMP

EVERY LAMP
GUARANTEED

weighs only 6 ounces—ready for use—4 inches high. Can be worn on cap or belt, leaving both hands free with rod, gun or knife.

OUR SEVEN MONTHS' ADVERTISING CAMPAIGN

from April to September inclusive for the past two years has put the Baldwin Camp Lamp before more than SIX MILLION READERS of the country's sixteen leading Sporting Goods Magazines.

WRITE FOR OUR 1912 SPECIAL SELLING PROPOSITION

WRITE
TO-DAY

Every Sporting Goods and Hardware Dealer should know all about this Easy Selling Staple. Over 200,000 sold last year. What part of this profit did you get?

JOHN SIMMONS CO., 25 FRANKLIN STREET, NEW YORK CITY
B-32 BOARD OF TRADE BLDG., MONTREAL, CANADA



Salem



Kingston



Morrow



Turenne



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH

ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

Hark! Mr. Dealer!

Here's your chance for brisk, profitable trade. Such trade comes easily to the dealer handling

Acorn Corrugated Galvanized Sheets



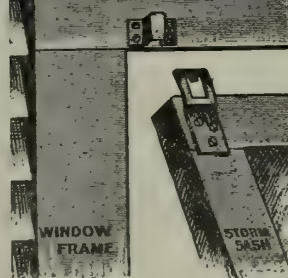
which are made of metal so galvanized that it readily passes the severe tests that British Government requires of such building materials. These Sheets are highest quality, yet cost no more than ordinary, uncertain kinds. And you can **DEPEND** on Acorn Corrugated Sheets, for they are

ACCURATELY MADE

Our powerful machines stamp each corrugation separately and make them absolutely accurate. Therefore, they fit together perfectly and are easily erected. For moderate-priced constructions, repairing old buildings, etc., they are unequalled in value. Build a reputation by selling Acorn Quality Sheets. Thus you get a grip on the trade you want. Large stocks always ready for shipment. Get full particulars.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

COWAN & BRITTON



We also manufacture high-grade

Builders' Hardware

of every description—hardware that we recommend as the most durable and efficient on the market—hardware that will bring you many repeat orders.

Let us have your inquiry at once.

COWAN & BRITTON

Gananoque, - Ontario.

"Peerless"

Window Hangers and Fasteners

when combined on a storm window form a great convenience that is highly appreciated by every housewife—do not delay—put them in stock at once.

COWAN & BRITTON



Showing the convenience of the "Peerless"

A**Sensible
Present****ATKINS
Sterling SAWS**

Add them to your Christmas display. Show them among your Silverware and Christmas Novelties. Suggest them to the woman who "doesn't know what to give him." Suggest a Genuine ATKINS STERLING HAND SAW instead of some jimcrack that isn't wanted or will not be appreciated.

Better look over your stock now and order in a proper assortment, for if you follow our advice, you are likely to sell more saws in December than you have ever sold in any one month before.

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

Factory: HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind

Maximum Strength for Weight

That is the positive claim we make for every piece of

**GREENING STEEL WIRE CHAIN**

that leaves our mills. The materials used are specially selected and thoroughly suited to the purpose, and the mechanical construction of Greening Chain is as nearly perfect as is humanly possible.

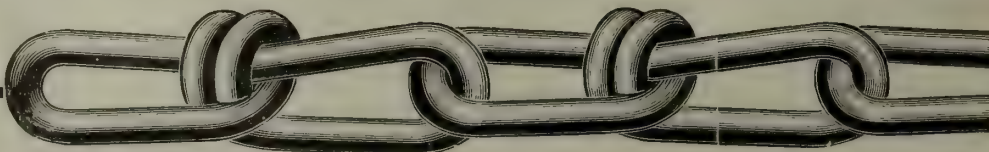
Made up in large variety of weights in our Halter, Dog, Tie-Out, Trace and Cattle Chains.

Consult Your Greening Catalogue

THE B. GREENING WIRE CO., LIMITED

HAMILTON

MONTREAL



The FORD Twist saves the wrist

We are firm in our belief that the FORD AUGER BIT has no equal to-day—it has the TWIST THAT SAVES THE WRIST, surpassing all similar designs.

Electricians, Patternmakers, Car Builders, etc., from every part of the country have voluntarily written us telling of the perfect results they invariably secure with the FORD. How it stands up under severe strain, where all others fail, of their marvel at its great speed; its smooth, easy boring, and expressing utmost confidence in a

Ford Auger Bit

wherever the work at hand demands absolute accuracy.

Isn't the experience of these skilled workmen worth something to you? Profit by their knowledge—don't experiment with other bits, but buy the FORD, that's been proved by test to be the best. Get acquainted with "The Twist that saves the wrist."

If your jobber hasn't the FORD—write us his name and address and we will see that you are supplied.

Ford Auger Bit Co.
Holyoke, - Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY



Every dealer who is anxious to have a prosperous file department for 1912, should not hesitate about stocking and boosting the

"DELTA SPECIAL"

Having more teeth to the inch set at a greater angle, they present sharper edges than other files, an edge that leaves a clean gullet and a smooth and perfect tooth when filing is completed.



The "Delta Special" is a hand saw file that cannot be excelled in quality and temper, being made by skilled workmen from the S. & C. Wardlow's finest English Steel.

Put in a stock and watch your file sales increase. Every file guaranteed.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Stark, Seybold, Montreal; Wm. Stairs,
Son & Morrow, Halifax.

LONDON BAR IRON

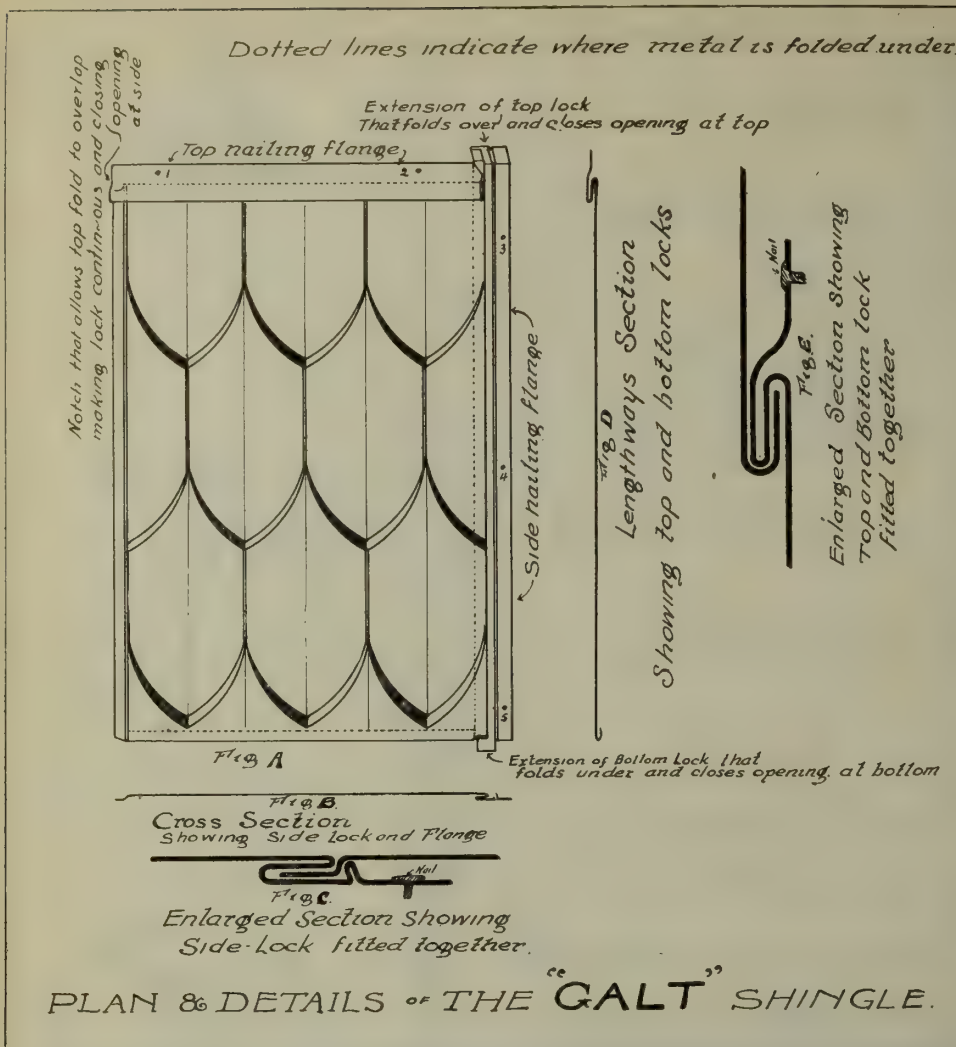
is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable
QUALITY



The "GALT" Metal Shingle

BRINGS REPEAT ORDERS

Customers who have used it insist on having these shingles for their next roof.

It is therefore a desirable line for Hardware men to handle.

Get our catalogue, prices, and distributing literature.

The Galt Art Metal Co., Limited
GALT, ONTARIO

Every wide-awake dealer can **MAKE MONEY QUICK** if he stocks and boosts

The "Tweed" Sanitary Chemical Closet

It is made of 20 and 24 gauge Galvanized Steel and is very strong, durable, attractive and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price. We will help you to get started by sending you circulars, talking points or an expert salesman.

Family size retails for \$18.00.

Hotel and School size retails for \$25.00.

Write for Catalog

The Steel Trough and Machine Co., Ltd., Tweed, Ontario
The J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man. Distributors for Western Canada

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

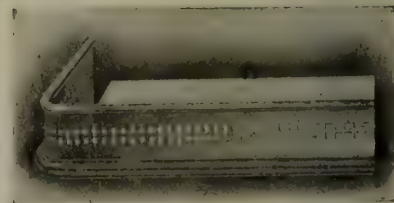
A. B. JARDINE & CO.

HESPELER

ONTARIO

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.



CHARLES LINDSAY

Rumford Works, 33 Great Hamilton Street

GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc.

Write for Catalogue

Canadian Representatives—**H. L. SOPER**
Post Office Box 1975 WINNIPEG



Partial view of Trinidad Lake. The dark spots are asphalt; the streams are water on the surface.

Backed-up Roofing

You get co-operation all along the line when you sell Genasco; you are backed up at every step in pushing for bigger sales and better patronage. First, you have genuine quality.

Genasco

the Trinidad-Lake-Asphalt Roofing

has the lasting life that only *natural* asphalt can give. This is backed by our experience of over thirty years in the use of asphalts, and by our world-wide reputation. To this we add a full guarantee to Genasco. We go further and advertise it continually to prospective customers through the leading magazines and agricultural papers of the country. Then we make it possible for your jobber to help make Genasco still easier for you to sell, by supplying attractive advertising helps.

Can you imagine anything that will sell better, give more satisfaction to your customers, lay a surer foundation for continuous business, and bring you steadier profits than Genasco? Order Genasco from your jobber today.

The Kant-leak Kleet adds to the satisfaction of applying Genasco. Weather-proofs the seams without cement. Prevents nail-leaks. Ask your jobber for Genasco with Kant-leak Kleet packed in the roll.



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest
manufacturers of ready roofing in the world.

PHILADELPHIA

New York

San Francisco

Chicago

Cross Section, Genasco Smooth-surface Roofing



Caverhill, Learmont & Company, Montreal,
D. H. Howden & Co., Limited, 200 York St.,
London, Ont.

The New Leaders for the Up-to-date Dealer



The "PARKYTE" Sanitary Chemical Closet

A Most Modern Necessity for the Modern Home.

No water; no plumbing; no sewage;—perfectly Sanitary and Odorless.

Over 25,000 installed throughout Canada in the last eighteen months.

"Parkyte" Kilgerm, "Parkyte" Karbol, and "Parkyte" Chemical, proved by tests made by world-famous Bacteriologists, to be the most powerful and perfect germicides and disinfectants known to science.

"Parkyte" Liquid Soap and "Parkyte" Soap Fixtures, the Modern Economic and Sanitary Method of keeping clean.

If you are not already among the satisfied "Parkyte" dealers you ought to be.

SEND FOR CATALOG

PARKER-WHYTE LIMITED, Manufacturers

WINNIPEG

TORONTO

EDMONTON

VANCOUVER

Right Now

is the time you should
stock and boost the

HAMILTON RIFLE

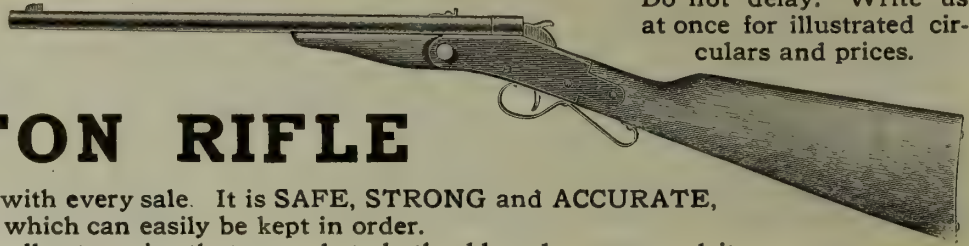
as it brings good results with every sale. It is **SAFE, STRONG** and **ACCURATE**, with few working parts, which can easily be kept in order.

This 22 calibre rifle sells at a price that appeals to both old and young, and its service arouses the enthusiasm of every user.

C. J. Hamilton & Son

Plymouth, Mich.

Do not delay. Write us
at once for illustrated cir-
culars and prices.



An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

It is the safest and most convenient ladder for painters and contractors, as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The
Stratford Mfg. Co.
Limited

Stratford - - Ontario

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA



**WE
WANT
A
MAN**

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than \$100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

CAN WE HELP YOU

There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinner's tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA

can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap

We can help you, but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

RATES: (*payable in advance*) 2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.

HARDWARE & METAL

Montreal

Toronto

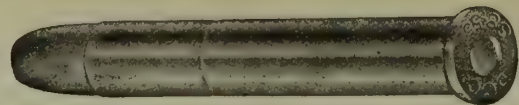
Winnipeg

DOMINION RIFLE and PISTOL CARTRIDGES

Push Canadian Made Guaranteed Cartridges in 1912

The margin of profit is much better than in imported brands, while the selling price is considerably lower. Dominion is the best advertised line on the market, and, packed in our new bright lithographed labeled boxes, gives an attractive appearance to your shelves.

And, as for QUALITY, New Dominion is unexcelled for accuracy, high uniform velocity and killing power.



38-55 S. P. Smokeless

B. B. Cap
Smokeless



22 Short
Smokeless



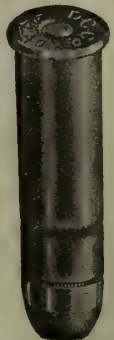
32 S-W
Smokeless



38 Colt Auto. Smokeless



44-40 S. P. Smokeless



MADE RIGHT SELLS RIGHT SHOOTS RIGHT

If you sell duty bearing brands at the added duty price, what will your customer say when he finds his friends shooting New Dominion, costing much less and giving the very best satisfaction?

The reasonable price of New Dominion, allowing at least 20% more practice without additional cost to the shooter, ensuring higher scores on the rifle range or at the traps, and making possible successful hunting trips, the pleasant memories of which make every shooter a friend, every friend an advertiser.

GOOD MARKSMEN ARE QUICK TO RECOGNIZE GOOD AMMUNITION

Dominion Cartridge Co., Ltd.

MONTREAL, CANADA



— AND YOU'LL NEED A FEW OF THE NEW
Remington-UMC Hollow Points
MADE IN



.22 Winchester
Smokeless



.22 Winchester
R. F. Automatic



.22 Long
Lesmok



.22 Long
Rifle



.22 Short
Hollow Point

Remington-UMC .22 calibre hollow points make sure your small game. Their shocking power is enormous. Small animals of high vitality cannot escape to die, wounded, in holes or cover. A hit means a kill always. And the accuracy of *Remington-UMC* .22 calibre ammunition is world famous.

Remington-UMC hollow point .22's are specially effective in the extermination of gophers, ground squirrels and other pests. And they cost but fifty cents a thousand more—subject to discounts. Ask our representative for a demonstration of their mushrooming effect.

Remington-UMC—the perfect shooting combination.

Remington Arms-Union Metallic Cartridge Co.

299 Broadway

New York City

Preliminary Work Advisable in Stock-Taking

Hardwaremen Should Spend Some Time Beforehand in Sorting up Goods, Counting, etc.—This Lightens the Labor Very Materially—The Method Pursued by a Toronto Firm.

Although the Christmas trade will take all the hardwareman's attention for the next fortnight, the time is close at hand when the subject of stock-taking will become of foremost importance.

Stock-taking is a necessary, and a serious, phase of retail business. By means of an annual inventory, the merchant is able not only to ascertain with a certain degree of exactitude his financial position, but to get an idea as to the trend of trade. He learns in what essentials he has met with success during the year and in what directions he has failed. From the records set down in black and white during the inventory, he can glean information on which to base his plans of campaign for the future.

In view of its far-reaching importance, it is rather to be expected that the annual inventory involves a tremendous amount of labor. To take stock and keep the store open at the same time is a feat to tax the capabilities and resources of the most hardy. Nevertheless the retailer attempts it and carries it through year after year.

Careful Preparation.

To achieve best results and minimize the labor, the hardwareman should, in a sense, make the stock-taking an annual event. That is, he should have that contingency always in view and endeavor to keep his stock neatly sorted up. If this attitude is adopted the year around, it will be found, when the time comes for the actual work to start, that the labor has been cut in two at least.

"My advice to the retailer is this," said the manager of one of the largest hardware concerns in Canada recently, "Keep your stock well sorted up. Don't let odds and ends accumulate in every corner and cranny of the store. Impress on the clerks the necessity of keeping goods of a kind together. A housecleaning bee every month or so will save a world of work when stock-taking time comes around."

Preliminary Work.

In addition to this, stock-taking should be preceded by a couple of weeks of more or less active work. A good deal of the counting, sorting up, etc., can be done ahead of time.

The system followed by the Russill Hardware Co., Toronto, is well worth emulation in this respect. Starting early in December, the staff begin to get things in readiness. As the opportunity arises,

SERIES OF ARTICLES.

The present article is the first of a series dealing with the problems of stock-taking. The question is a vital one from many standpoints. No merchant can carry on business successfully and profitably unless he knows just where he stands in the matter of finances and stock. The only way to obtain the necessary information is by the laborious operation of making an inventory. Each phase of the question will be touched upon and descriptions will be given of the systems followed in a number of progressive hardware stores, containing suggestions for facilitating the work and improving the results.

they tidy up the stock, get all articles of one description together, count them and file away the slips. Each clerk devotes himself to one department, so the work is systematized. By the second week in January, everything is in shape to make up the lists and the work of compilation begins.

This system has numerous advantages. It enables the firm to get a complete and satisfactory inventory without resorting to the strenuous and laborious work which results if everything is left until the last. Further, it enables them to get through the stock-taking period without hampering the regular trade of the store. The idea could be followed out in the smaller hardware store. In fact, the necessity of following out some such policy is more pronounced in the case of the dealer who has but a limited staff. If the work has to be done by three or four men, it will necessarily prove a heavy strain, and any method of lightening the burden should be doubly welcome.

Date of Inventory.

The custom has been with most hardwaremen to take stock somewhere around the first of the year. This has been found by experience to be the most suitable time. After Christmas there is a lull in trade. There is more opportunity to look after work outside of the daily trade routine and a majority of dealers utilize the time in this way

The situation is complicated somewhat by the fact that the hardwareman is taking a more active part every year in the Christmas trade. It becomes difficult, therefore, to do much preliminary work until after the holiday is over. The week between Christmas and New Year is bound to be dull and a great deal of the sorting up could be done then. By pursuing this policy, it should be possible to start about the second week in January on the inventory with things in the best of shape.

Worry, Rush, Overwork.

The wisdom of doing considerable preparatory work cannot be too strongly impressed. Where the whole thing is done up in a week, ten days, two weeks—according to the size of the business—the results are never as satisfactory. It is doubtful, in the first place, if the inventory can be made thorough. The rush is trying on the proprietor and all the members of his staff. And, finally, business during that time is bound to be more or less at a standstill. Looking after trade becomes, necessarily, a side issue.

Keep Stock Sorted Up.

This has been realized by many dealers to such an extent that they have abolished the yearly inventory and adopted other methods. Some carry on a system which might be most aptly termed an "annual inventory." Further reference to this will be made in succeeding articles.

Inventory Sales.

Reference should be made to one other phase. Stock-taking is generally associated with a sale. Contentious opinions are not hard to obtain as to the relative merits of pre-inventory and post-inventory sales. Some dealers believe in selling off as much stock as they can and then taking an inventory of what is left. Others believe in taking stock to see what they have on hand and then holding a sale to clear out the supply as much as possible. This matter will also be dealt with in successive issues.

A new bookkeeping system is being introduced by the Canada Paint Co. This will enable the management to keep the various departments separate, charging each with the material used, and crediting each with what is produced.

Cutlery and Silverware Should be Strongly Featured

A Big Demand for These Goods at Christmas Time—How Cutlery Should be Stocked and Displayed—A Word as to Window Displays.

The hardwareman made his first entry into the Christmas market by the cutlery route. People became interested in giving table cutlery for holiday gifts and that took them to the hardware store. They have been going back every since, for a variety of other articles as well, most of which the hardwareman has taken up of recent years. Cutlery is still one of the biggest selling lines that he has for the Christmas trade.

It is superfluous to urge the necessity of featuring the cutlery stock at this time of year. All hardwaremen do so, more or less. Between the height of excellence in the matter of display attained by some members of the trade and the almost slovenly methods of others, there is a wide difference, however. Many hardware stores rival the best of jewelry shops for artistic and effective arrangement of goods; in others, the cutlery is buried under the dust of many months. The writer has entered stores—within the last fortnight—where

the stock showed palpable evidences of months of neglect. Cutlery cases covered with dust, shelves in show cases dirty and soiled, the glass dull and stained, repelled all suggestion of purchasing goods of that nature. This is not a mere suppositious statement. A dozen cases could be named off-hand where no effort has been made to keep the stock clean, bright and attractive, even at this late season of the year.

Keep Goods to the Front.

Cutlery should be kept well to the front of the store. The proper method is to display the goods in glass show-cases, where they can be seen to best advantage and kept free from dust. If a sufficiently large stock is carried to invite inspection, these goods will sell themselves. The demand for cutlery at Christmas time is greater than ever before; and the hardwareman, if alive to the situation, gets the bulk of the business.

Silverware Sells Well.

A splendid demand has developed also for silverware articles—cake dishes, trays, casseroles, cruets, tea sets, etc. Although there has been a general tendency of late years to stock these goods, many dealers still demur on the ground that they are hardwaremen not jewelers. Those who are troubled with such scruples, however, should take a look at the stock carried by the jewelers. They will find cutlery, razors, brass and nickel-plated household utensils—a dozen and one other articles which formerly were the sole retail prerogative of the hardwareman. If the jeweler handles hardware and gets his share of the profit, why should not the hardware dealer recoup himself by securing a share of the profits to be made in silverware? It is a fair exchange.

It is useless to start retailing such goods, however, unless the dealer is prepared to respect the necessities of the case. He must be ready to keep his



Window Display of Cutlery and Silverware in the Store of T. S. Tait & Sons.

store neat and clean; he must have up-to-date fixtures for the display of the goods; he must arrange the stock at-

ing the next two weeks, dealers should see to it that their store windows contain at least one trim devoted to cut-

the calendars. This makes people think of them only as advertisements. It is better, he contends, to get a really good



A Splendid Example of the Artistic Results Which Can be Obtained by Dressing Windows With Silverware Articles.

tractively and see that it is always kept so. Otherwise the task of disposing of the goods will be found unsatisfactory and laborious.

Arrange Window Displays.

Perhaps the best window trims seen in hardware windows are those dressed with cutlery and silverware. Such goods lend themselves readily to display. Dur-

lery and silverware; and as many more as they can, without neglecting the other Christmas lines in stock.

A splendid display of this nature was seen in the store window of T. S. Tait & Sons, Campbellford, Ont., last year. As will be seen from the accompanying illustration, a wide variety of goods were shown. The result was a heavy sale of silverware and cutlery.

picture, and just print beside the name of the store. "I find this works splendidly," he says. "People keep the calendars I send out the whole year through. When a woman wants something for the kitchen she looks up and sees that picture with Carter on it. She comes to my store to make her purchase."

But while advertising matter is not considered good as a part of a calendar, it is good in newspapers. "There's where I advertise," said Mr. Carter. "The calendars just keep my store before the people. The ads., which I use all the time, tell the people what specialties they can get at that store. That's the way I make my calendars and my ads. work together."

Suggestions for Distribution of Calendars

Not Wise to Distribute These From the Store—Better to Send Them Out by Mail, Using a Carefully Revised Mailing List—Use Little Advertising on Calendar, Just the Firm's Name—Much Printing Defeats Purpose of Calendar—The Advertising Should be Done in the Newspapers, Says W. J. Carter, of Picton.

Before long now dealers will be sending out calendars to their customers. Opinions vary on the wisdom of this form of advertising, but that need not be considered at present. What calendars are to be distributed are already bought.

But those using these reminders might well profit by the experience of W. J. Carter of Picton, who for years has given calendars, and who firmly believes that they bring results. The first year that Mr. Carter decided to send out calendars he ordered 400, and thought that was a good many for a dealer in a small town. But all were quickly disposed of. The next year 1000 were ordered. That number also seemed inadequate, and next season orders were placed for 2,000 calendars. This has now been increased to 2,200.

Much Depends on Mailing List.

The success of calendar advertising, according to Mr. Carter, depends largely

upon the manner in which they are distributed. There is little use giving them out to people coming into the store. A few may be advantageously disposed of this way, but if people are allowed to take away four or five, the benefits accruing to the hardwareman are diminished just that much. It either means that the calendars will be thrown about the house, and lightly regarded, or else that they will be sent to friends in outside places—friends who certainly will not purchase in the store, to advertise which the calendar has been prepared.

Mr. Carter does keep a few calendars in his store, for distribution among chance customers, but the great number he sends out by mail, using a mailing list which is carefully revised every year. There are none but good customers or good prospects upon this.

Mr. Carter makes one other interesting point, and that is that it is not wise to put much advertising matter on

AGITATION TO RESTRICT SALE OF REVOLVERS.

Montreal, Dec. 8.—Within the past two weeks two murders have occurred in Montreal, both times a revolver having been the means by which the death was caused. As a result a howl has been raised, the government being called upon to take steps to stop this "indiscriminate sale of deadly weapons."

The agitation has brought some results, for in the city council it has already been recommended that the sale of revolvers be forbidden within the city, except to those who have secured permits. It is generally considered likely that the question of restricting sales of fire arms will be taken up when Legislature meets. It was discussed last session. Indeed a bill, much similar to that now in force in Ontario, was passed, but this was thrown down by the Legislative Assembly.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
 Toronto 143-149 University Avenue. Phone Main 7324
 Winnipeg 34 Royal Bank Building. Phone Garry 2313
 Vancouver, B.C. H. Hodgson, 18 Hartney Chambers
 London, Eng. E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
 New York R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Caltland
 Chicago A. H. Byrne, Suite 407 Marquette Bldg., 140 Dearborn St.
 France John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s 6d; elsewhere 12s.

PUBLISHED EVERY SATURDAY.

EXHIBITION MUST DO GOOD.

Of more than ordinary value should be the Hardware Exhibition to be held in Montreal during the closing days of February. In Ontario the Exhibitions have proved of great educational value, but in Quebec there is an even greater field. There are many general merchants in that province, handling hardware among other lines. Indeed it is estimated that, all told, there are only 400 dealers carrying hardware exclusively. Of these 200 are in Montreal.

It is especially hoped that the general merchants will attend the convention and spend some time inspecting the goods which the manufacturers have on display. Some lines which have been on the market for some time are new to these men. They have been handling only the staples. The exhibition will enable them to see many new products. They will be able to select from the many some which they might well handle, and so their business, and that of the wholesaler and manufacturer will be improved.

The exhibition, moreover, is confidently expected to draw more dealers to the convention than have ever attended before. This will be a splendid thing, for in Quebec, where two languages are spoken, it has been difficult to form a bond of union among members of the trade. Union is necessary if the Quebec hardware men are to present a strong front—strong to plead before the government for any new measure, strong to protest against any measure which has proved harmful.

THE DUTY OF THE PRESS.

It is highly essential from every standpoint that the public should be educated to the wisdom of early Christmas shopping. It is not more desirable for the dealer than for the people themselves. The disadvantage, arising from the rush and bustle and turmoil of the last few days of shopping, is felt on all hands. The merchant finds it almost impossible to comply with the demands of the shopper. The shopper in turn, gets a minimum of satisfaction with the maximum of effort.

One of the strongest factors, which might be employed, in remedying this condition, is the influence of the press. If the newspapers were to seriously take up the question and point out with fitting emphasis the need for improvement, a very striking improvement would be the result. Merchants should proceed at once to enlist the services of the local press in this matter. It is a duty which the press should assume at the present moment.

It is gratifying to note that a campaign has been launched in St. Johns, N.B., which promises to bear fruit in the shape of a Christmas shopping season stretching over a period of three weeks instead of being condensed into three days. The local press is taking an active part.

ANOMALOUS POSITION OF LINSEED.

There doesn't seem to be any "one best bet" as far as linseed oil is concerned. At present the prices are fairly firm, but it is said that the Plata crop is heavy, and that will mean so much oil being put upon the market that values will naturally drop.

But the extent of this drop can not well be estimated. The very cheapness of the oil may prevent a lower level being touched.

For a long time now manufacturers and handlers have been buying sparingly. Men who have been accustomed to carry stocks of three, four and five hundred barrels, have been making purchases, barrel at a time. They have not wanted to be caught with a good stock on hand when the price went down.

But these men need a good supply to feel safe. As soon, therefore, as the low price level is touched, these manufacturers will buy largely. If they all place their orders at one time, as is quite possible, the demand will exceed even the increased supply; so that the price will advance for the time, or at least will not sink further.

DO NOT DELAY COLLECTIONS.

Just a word about collections. Continual reiteration of the warning that strict attention must be paid to collections, may sound trite, perhaps even tiresome. The necessity is so grave at the present moment, however, that we feel impelled to devote a little space to the matter.

Collecting accounts after the Christmas season is a hard task, very often barren of results. People are "hard up" and their purses, depleted by the usual Christmas extravagances, have little to offer the collector. They are more inclined to "put off" paying and the merchant generally has to wait. It is the very opposite before the holiday. The purse strings of even the most penurious are loosed and money is spent with a freer hand than at any other time of year.

The inference is obvious. Get those accounts collected now. Do your collecting during the period of plenitude, instead of waiting for the inevitable lapse into the parsimony of the after season. And—this is equally important—keep the Christmas business on a cash basis as much as possible.

AN INTERESTING REPORT.

The annual report of the Bank of Montreal, appearing in this issue, is worth reading if only for the comprehensive and succinct summary of trade conditions that it contains.

It shows conclusively that the year now passing has been one of general prosperity. Some trades have not been as active as in other years, due in such cases to conditions within the trade or to the unfavorable influence of American conditions, but the majority have enjoyed unabated prosperity.

The report deals likewise with many national problems and makes both interesting and instructive reading.



LAXITY IN BOOKKEEPING.

It will not be denied that, in a great many cases, retail merchants keep books on a somewhat primitive plan. Their methods are crude and their execution lax and sometimes indifferent. They manage to get along, however, never quite sure just where they stand but, if making a decent living out of it, prepared to let things run along in the old way. It very frequently happens that serious trouble develops from this carelessness in the matter of bookkeeping.

Cases have been known where hardwaremen have had difficulty in collecting on fire insurance because their books were in such a tangle that it was almost impossible to ascertain just how much there was in stock. Complications arise when the question of transferring the business comes up. In this connection, the Ironmonger relates an incident, which is typical of what happens in many cases. A shopkeeper, says that journal, who wished to retire offered his business for sale at a certain price, and a prospective buyer being found, negotiations were opened, but owing to the slovenly way in which the books had been kept and the difficulty of ascertaining the real value of the concern, the would-be purchaser cried off. He agreed, nevertheless, that if a proper set of books were kept for three months, and the vendor after that time was still willing to sell, he on his part would again consider the matter. The owner did as suggested, and was not a little astonished to find that his takings averaged several pounds a week more than he had originally stated. In the end the buyer actually gave £150 more for the business than had at first been asked.



BENEFITS OF USING PRICE CARDS.

At this time of year, hardware dealers, in common with all other business men, are making great efforts to secure a good part of the Christmas trade. By advertising in the newspapers, by making attractive window displays, and by such arrangements inside the store as will give prominence to holiday lines, purchases are being encouraged.

But there is another step being taken by many; and, strangely enough, being neglected by many. It is the use of cards, telling plainly the price at which the articles shown may be bought.

This use of price cards is bringing the desired results. People are daily entering stores, asking for some article which is shown outside and marked at a certain figure. All dealers might well adopt the system.

The price card need not be large. It need not shout its information across the street. Its presence need not mar the artistic appearance of the display at all. If it is large enough to be clear to those who pause before a window to look at the goods there arranged, the desired result is obtained. These are the people who are interested. They want to know the prices of the articles they see. They are entitled to know this.

These price cards often surprise the passers-by. There has been so much said about the high cost of living that people now naturally expect articles to be highly valued. The figures so clearly set forth, therefore, often are much lower than those interested would have expected. So they are led to think seriously of buying.

But even if the price is high, it is well to show this. Nothing is gained nowadays by keeping customers in the dark. It is better to bring them into the store after something which they know they want, than to have them go away disappointed, upon finding the desired articles too expensive for their purse.



POINTED EDITORIALS.

The next two weeks should prove among the busiest of the whole year.

* * *

Stock-taking is an essential feature of retail business. It cannot be neglected.

* * *

Conservation is a crying need in metals. The same necessity seems to be felt in all lines, in this prodigal age.

* * *

What about photographing that window display and entering Hardware and Metal's annual Christmas contest?

* * *

The trade of the master painter is worth having and holding. Give good service and carefully supervise credits.

* * *

Cutlery and silverware are "trump cards" at this season of the year. It's an old whist axiom to "get your trumps out." Play them at once.

* * *

It's a long lane, etc. After about six months of continuous slump, the price of turpentine has turned. It may now work back to the usual winter price.

* * *

"Haven't taken stock in three years," said a retail hardwareman the other day. If he leaves it off another three, he won't have to bother himself doing it at all. The creditors will look after it for him.

* * *

Opinions as to the practical results obtained from calendars differ materially. One thing is certain, however; the distribution of calendars should be carefully supervised. Handing them out on all sides is purely and simply a waste of money.

Preparing for Quebec's Hardware Exhibition

Committee in Charge Hopes to Have a Large Number of Exhibitors—Expect That Four Hundred Hardwaremen of The Province Will Attend the Convention—Purpose Holding an Architects' and a Contractors' Day.

Having decided to hold an exhibition of hardware supplies at the coming convention of the Hardware Section of the Quebec Retail Merchants' Association, the committee in charge is taking every step to make the exhibition a success. Its members are preparing to advertise the gathering widely. They are arranging for the booths in which the manufacturers will show their products. They have already taken steps to find out how many of the manufacturers will make displays.

This gathering of the Quebec hardware dealers has been a good thing in the past. Last year about 200 men engaged in this line of business throughout the province assembled in Montreal. But it has been felt that there are double this number who should attend the gatherings, and to bring all these, and to enable them to see what they would profit by seeing when here, the exhibition has been arranged.

Sixty or Seventy Booths.

So far the work of preparing is in its infancy. Those in charge have not made their definite plans yet. But they have decided to erect from 60 to 70 booths in the 65th Armory, which is to be used for the convention.

The armory is not secured free. A rental of \$100 has to be paid for each of the four days during which the meetings and the exhibition will be going on. Some steps must be taken to raise this amount, for while the aim is not to make any money, expenses naturally must be met. A rental, therefore, is to be charged for the booths, probably \$40 for those having a corner position, and \$35 for the others.

Exhibition Open Four Days.

From the opening of the convention on February 27 until its close, March 1st, sessions will be held daily in the officers' mess upstairs. But even while these are going on the exhibition will be open. Hardwaremen who have only a little time to spend in the city will be able to attend those sessions which they consider of especial worth, and may devote any other time they have at their disposal to the examination of the articles shown in the various booths, and to questioning the travellers, who will be in charge, about these.

There is to be a special day for the architects, when the members of that profession will be asked to attend and to see the new lines being displayed.

Another day will be devoted especially to the contractors, who thus will be given an opportunity of getting in touch with the men whose goods they use so widely.

Open to the Public.

On still another day the public generally is to be invited to attend. A small fee will be charged on that occasion, to guard against the intrusion of any rough element. But this fee will not be large enough to keep any interested person away. It is thought many people in the city would like this opportunity of looking over the products displayed, and the committee has decided to let all who will visit the exhibition.

To facilitate the work of the general committee, four manufacturers have been asked to act with them. They are: A. A. Bittues, of the Gillette Safety Razor Co.; C. F. Smallpiece, of Taylor-Forbes Co.; W. H. Ford, of the Canada Cement Co.; and W. H. Gerke of Martin-Senour Paint Co.

ATTRACTIVE HANGERS.

Thomas B. Lee, Toronto, has sent to Hardware and Metal two very handsome hangers issued by Eduard Engels, Remscheid, Germany, whose skates are handled in Canada by Mr. Lee. One large hanger bearing the legend "All Over the World," represents the "top of the world," with a healthy looking athlete wearing Engels' skates, kneeling to tighten his shoe strings. The other hanger shows a skating race in progress, and is very realistic.



The 65th Armory, Montreal, in which the Quebec Hardware Exhibition will be held this February, Hon.-Col. Rodolphe Forget and Lieut.-Col. Labelle having given their permission.



By "Mack."

An illustration in a British pictorial paper that I saw recently shows an aeroplane being loaded with mail and parcels for delivery in rural England by the post office department. This means of distributing seems likely to be popular and, in the 'Old Country, may be said to have passed the experimental stage. The United States Government have, I believe partially adopted the aerial route as an auxilliary to the regular mail carrier system in railway and electric tramway. We in Canada have not formally given these air craft a place in industrial or commercial world though the government is probably keeping in intimate touch with any recent progress in this branch of service. Change comes very often with so little delay in our modern civilization that a vivid imagination is not necessary to picture regular lines of planes radiating from the larger centres carrying passengers and goods for their destinations into the country sections. Electricity from Niagara Falls power has been realized so quickly since the project was launched a few years since that almost any one, no matter how conservative mentally, will extend faith to the practical solution of the problem of using the ocean of air in which we are living, as a highway for the passage of these winged air cars of the near future. How varied then would be our means of transportation? The country merchant with a choice of routes over which he may desire goods to be shipped, whether his town was a railway competitive point or otherwise, should find relief from many existing evils of which we are familiar. Cost should be much reduced, say on express business and in freight and passenger traffic the tariff of fares and charges could be founded upon a basis of expense from which all cost of maintenance of way and other items, have been eliminated. What a magnificent picture one may conjure in the mind, of air vessels navigating under power obtained at interval stations along our power lines which would likely permit of longer flights and faster than under the system

of gasoline fuel engines now in vogue. The natural experimental ground for electrically propelled planes should be I think here in the Province of Ontario, which has witnessed such wonderful development in the electrical field. If this consummation was the object of a government policy and incorporated in a platform I venture the assertion that the people of Ontario would receive it favorably, for the scope of public thought has increased to such an extent that impediments to progress through prejudice have almost disappeared. The motor car is superseding the horse and in the evolution which is constantly acting may we not expect to see such improvements in air machines that everyone may aspire to own one, causing the automobile to join the horse in obscurity in a few years?

ONEIDA COMMUNITY GAME TRAPS

A very handsome and comprehensive catalogue has been issued by the Oneida Community, Ltd., Oneida, N.Y. It is devoted entirely to the wide lines of game traps manufactured by this company. Among the traps shown are the Newhouse, Victor, Oneida, Jump, Howley and Norton, Stop Thief and Tree traps.

The workmanship shown in getting out this catalogue is, perhaps, as close an approach to perfection as is possible. It is printed on heavy coated paper, with a brown cover and embossed design. Each trap and each size is given a page, with illustration, description and price.

An interesting general introduction is given, showing how wide the game trap industry is. Visitors to the works of the company are invariably incredulous that so large a plant could be devoted to the manufacture of traps. Something of the history of trap manufacture and of the upbuilding of the Oneida Community is given, all very graphically written.

HOLD A PAPER BAG LUNCHEON.

Montreal, Dec. 7.—Something novel in the way of luncheons, something novel in advertising schemes occurred to-day, when Mr. Dawe, manager for Edward Lloyd, Limited, gave an Ermaline bag luncheon, at which everything eaten was prepared in the bags made by the English firm.

The luncheon, which was held in Kasted's restaurant, was given for some fifteen or twenty members of the wholesale hardware trade and for a few members of the press.

As each man sat hown a paper bag was handed to him. In it he found soup. There could be no doubt it had

been prepared in the bags. He was given the bag itself to prove this.

After the soup came other bags, in which the guests discovered tasty lamb chop, peas and potatoes—to say nothing of gravy. Gravy in paper bags was a new idea to many present, but all admitted that it was mighty fine gravy.

It was a merry luncheon, and made the hardware men realize, as perhaps they have not before, that it is possible to cook a splendid meal in paper bags. The guests did not see the economy in labor the bags effect, but they could guess at this. It was easy to see there would be no pans to wash after the meal was over.

DISTRIBUTING FELT CASH PADS.

A novelty that will be appreciated by dealers is a felt cash pad which the Canadian Glue Co., of Brantford, Ont., intend to distribute to hardware dealers. The utility of the cash pad comes in the protection which it affords to show cases, which, in these days of expensive store fixtures, are worthy of all possible protection. It also possesses advertising value, in the attention of calls to the convenient packages in which this company market their "Brantford All-Around Glue," and "Everybody's Glue Size."

SCHEDULE DRAWN UP.

Winnipeg, Dec. 4.—The schedule for the Winnipeg hardware league has been drafted up as follows:

Dec. 16—Miller-Morse-Merrick - Anderson, Amphitheatre, 5.15-6.15.
Dec. 19—Wood-Vallance-J. W. Ashdown, Arena, 6.45-7.45.
Jan. 8—J. H. Ashdown-Miller-Morse, Arena, 5.30-6.30.
Jan. 13—Merrick-Anderson-Wood-Vallance, Arena, 6.45-7.45.
Jan. 15—Miller-Morse-Wood-Vallance, Amphitheatre, 5.15-6.15.
Jan. 15—J. H. Ashdown-Merrick-Anderson, Arena, 5.30-6.30.
Jan. 20—Merrick-Anderson - Miller-Morse, Arena, 6.45-7.45.
Jan. 22—J. H. Ashdown-Wood-Vallance, Arena, 5.30-6.30.
Jan. 29—Miller-Morse-J. H. Ashdown, Amphitheatre, 5.15-6.15.
Feb. 1—Wood-Vallance-Merrick-Anderson, Arena, 6.45-7.45.
Feb. 8—Wood-Vallance-Miller-Morse, Arena, 6.45-7.45.
Feb. 10—Merrick-Anderson-J. H. Ashdown, Arena, 6.45-7.45.

A silver cup has been donated by the Joseph Dixon Crucible Co., New Jersey.

NEW PATENTS ISSUED.

The following is a list of patents granted by the Canadian Patent Office, Nov. 21, 1911, relating to the hardware trade, and furnished by Fetherstonhaugh & Co., 5 Elgin street, Ottawa, Canada:—

136,891, D. N. Barrett, Detroit, Mich. Safety razors.

136,892, J. Berry, Avoca, Mich. Snap hooks.

136,910, L. R. Felger, Youngstown, Ohio. Cooking utensils.

News and Methods of Canadian Hardwaremen

Maritime Firm Install an Electric Clock — Unique Show Cards in a Toronto Store—New Firm Starts at the Soo—Other Notes.

AN ELECTRIC CLOCK.

St. John, N.B., Dec. 1.—The progressiveness and inclination to modern methods of the hardware firm of T. McAvity & Sons, King street, are well and cleverly shown in a valuable feature which has been added to improve the electric display in front of the firm's premises, a feature which has called forth considerable commendation from their customers and the citizens in general. Some time ago Messrs. McAvity erected on the street in front of their store an ornamental lighting post which has given much satisfaction, and this week it has been improved by the installation of a handsome synchronous clock with two dials, twenty-four inches in diameter, operated entirely by electricity.

As the adjective "synchronous" implies, the hands on this clock move simultaneously with those on a master clock situated in the firm's office, which is connected by wires with this one placed on the street curbing. This master electrical clock is synchronized every hour from the observatory in the customs house, so that reliable and accurate time is given. As the new clock is to be illuminated at night, it is expected to prove of even more direct benefit to the public, and is not only a decided improvement in the interests of the firm, but on the city's behalf as well. An interesting feature in the erection of the clock is that it was designed and placed in position by Messrs. McAvity, and is the first of its kind in the city, if not in the Maritime Provinces. It easily demonstrates the up-to-date modern methods being employed by the progressive local firm.

A rigid campaign for inducing the public to buy their Christmas goods early in the season is now being inaugurated in this city, and is expected to prove of decided benefit to the clerks and the storekeepers as well as to the purchasers themselves. In the editorial columns of the daily press the citizens are being made aware of something, which of course they already know, that "Christmas is but twenty days away," and to this is added the question: "Have you made your purchases yet?" Sympathy is very generally expressed on behalf of the movement, which was quite successful here last year in the interests of this early-purchasing campaign. It is realized that an increasing number of persons are following this plan every year with greater satisfaction to themselves in having a wide

range for selection, and to the clerks in having more time to wait upon them.

In connection with the campaign, the following paragraph has been taken from a local daily paper, which is self-explanatory: "There is no reason why the well-to-do should not make their purchases early in the month of December, as, by so doing, they not only consult their own convenience, but greatly add to the comfort of the clerks. If people would only recognize that merchants limit the purchases of Christmas goods to what they think they can sell during the short season, they would not delay their buying until the last minute, when they often fail to get what they want, and are compelled to make a selection from the odds and ends of a once complete stock from which the wiser ones have culled the best of everything."

Such articles as this will no doubt have a good effect on relieving the last-minute holiday rush, and will do much to lessen the tiresomeness of the clerk's position at this pressing period when over-work is considered only a matter of routine. The fact that the press has taken up the matter in conjunction with the storekeepers will have much to do with making the movement successful.

Under the name of Connely, Fairweather Hardware Co., Ltd., a new company is being formed to conduct a general hardware business at Sussex, N.B., with a capital stock of \$20,000. Those in the company are Edward Connely, W. S. Fairweather, A. B. Teakles, and Mrs. Agnes King, of Sussex, and Robert Connely, of Salmon River, St. John county, N.B.

UNIQUE SHOW CARDS.

Toronto, Dec. 5.—Some unique and clever price cards are being shown in the store windows of Anthony Mole, Queen street west. One shows a colored illustration of a roast turkey on a platter. Carvers are attached to the card above and below the illustration and the price is printed in large size.

A number of other cards of a somewhat similar nature, all containing good illustrations, have been shown in the windows of his store recently. Every article displayed is price marked.

NEW FIRM OPENS STORE.

Sault Ste. Marie, Dec. 3.—A new company, known as the Soo Hardware Co., have taken over the hardware business of J. A. Symon in the Symon & Campbell block. The store was closed down for a week to take stock and was open

ed yesterday under the new management.

W. J. Keyes, of Toronto, who has been for seven years the representative of a wholesale house in Northern Ontario, has been engaged as manager.

SPECIAL DISCOUNTS.

Wapella, Sask., Dec. 1.—Jas. Franks has purchased the hardware stock of the Gibson Co. He purposes continuing the business in the same premises and is now carrying a very large stock.

Mr. Franks is now advertising special discounts in stoves, skates, washing machines, sewing machines, paints and all lines of heavy hardware.

FEATURING SKATES.

Charlottetown, P.E.I., Dec. 1.—The Rogers Hardware Co. are making a special effort to push the sales of skates. In a well-arranged and attractive advertisement, they propound the question:

Are you ready for the skating season?

Here's what you need.

The skating season is almost here—it's just waiting around the corner—and you cannot afford to put off selecting your "needfuls" until the last minute.

Following this is a description, well illustrated, of the various lines of skates

SELLING OUT STOCK.

Vancouver, Dec. 1.—Forbes & VanHorne, hardware dealers of 52 Hastings street west, are advertising their intention of discontinuing business. In a half-page advertisement in the daily papers, the firm state:

Every article in this store is to be disposed of before the lease expires. We do not intend to continue business in this way or any other locality. . . . From 33½ to 50 per cent. will be saved by every person buying tools here, regardless of so-called standard prices. We are selling this stock to avoid paying an unreasonable rent, and we intend to sell at prices which will appeal to the buying public.

A lengthy list of articles is appended, showing reductions in price in some instances of from \$15.00 to \$9.95, and smaller articles in proportion.

TAKING UP BUILDERS' HARDWARE.

E. L. Sander, manager Winnipeg Paint & Glass Co., returned recently from the east, where he arranged with American and Eastern Canadian builders' hardware manufacturers to handle a complete line in the west. W. Anderson, late manager of the builders' hardware department with the J. H. Ashdown Hardware Co., has been engaged to manage the same department with the Winnipeg Paint & Glass Co.

HARDWARE TRADE GOSSIP

Ontario.

W. J. Birk has bought out the business of E. Keith, Beamsville.

A visitor in Toronto this week was Mr. Anthony, of Georgetown.

Mr. McIntyre, hardwareman of Whitby, was in Toronto on Wednesday.

R. Scott, of Porcupine, has joined the Geo Taylor Co. staff at New Liskeard.

The contracts have been awarded for the new stove factory of the Guelph Stove Co.

The building formerly used by the Traders Bank at Chapleau is to be used as a hardware store.

J. Walton Peart, of Peart Bros., Regina, formerly of St. Mary's, is on a business visit to Ontario.

William Crabb, of Fergus, has purchased a hardware business in Thamesville, and will remove there.

The Mount Forest Sun comments on the fact that all the hardwaremen in Dauphin, Man., are old residents of Mount Forest.

The merchants of London are demanding that the sidewalk at the scene of the recent fire be cleared. The blockade is hurting business.

R. C. Fair has been taken into partnership by C. Mullett, hardwareman of Bancroft. The new firm will be known as Fair & Mullett.

W. S. Fallis, manager of the Winnipeg branch of the Sherwin-Williams Co., spent a few days in Palmerston on a visit to his mother.

The ratepayers of Wallaceburg will vote at the January elections on the by-law to grant a fixed assessment to the Wallaceburg Glass Co.

An office and warehouse is to be erected at 382 Wallace Avenue, Toronto, for the Glidden Varnish Co. It will cost in the neighborhood of \$28,000.

A new stove and heating factory may be located at Port Arthur, to be known as the Port Arthur Stove and Manufacturing Co. The capitalization is fixed at \$500,000.

The Pearse Brush Co., Toronto, have been compelled to vacate their offices and showrooms, on account of the sale of the property. They have taken new quarters at 148 Victoria street.

Tenders will be called for an extension to the plant of the Steel Co. of Canada at Hamilton, to cost \$2,000,000. The extension will consist of a rod mill, blooming mill and billet mill.

It is stated that the Pittsburg Nut, Bolt and Nail Co., Pittsburg, will locate a branch factory in Welland next year, and employ from 150 to 200 men. The site has already been purchased.

A fire thought to have arisen among oily waste in the machine shop of Roden Brothers' silverware factory at the

rear of 99 King street, Toronto, damaged the building and valuable contents to the extent of nearly \$20,000, covered by insurance.

Among the candidates nominated for the Ontario Legislature on Monday were the following connected with the hardware trade: M. S. Madole, in Lennox; Thos. Marshall, in Monck; Robert Smith in Peel, and E. Fielding in South Toronto. All four are candidates in the Liberal cause.

Quebec.

A. R. Hart, of Lewis Bros., who makes his headquarters at Calgary, has been in Montreal this week.

E. Goodwill, manager of the Thos. Davidson Manufacturing Co., Montreal, spent two or three days in Toronto this week, conferring with the firm's Ontario representatives.

The annual convention of the Thomas Davidson Manufacturing Co., Montreal, will be held in a week or two. The British Columbia staff is to come east for the gathering.

Among the retailers coming to Montreal on business this week were: G. E. Higginson, Calumet; W. R. McVicar, Rivington; O. Landry, Adamsville; C. Bisson, St. Vincent.

The stained glass works of Castle & Son, 215 Mountain street, Montreal, were damaged by fire last Sunday. The conflagration, which is thought to have started through a defective stove, did between two and three thousand dollars' worth of damages.

D. G. Smith, of the Smith Hardware Co., Lemoine street, Montreal, sailed Thursday for Europe, where he will spend five weeks visiting the English and German houses. During his absence the management of the firm will devolve upon Chas. Knoblock.

Investors are evidently satisfied with the financial position of the Sherwin-Williams Co., of Canada. During the past week the preferred stock has advanced four points, now selling at 94½. The common stock, too, is in demand, 35 now being paid for this.

For the sum of \$50,000 the Dominion Bridge Co. has purchased 50,000 square feet of land bordering on the Lachine canal. Senator Beique was the former owner. The ground is to be used as a centre from which the steel made in Lachine will be distributed to the Montreal buyers.

W. Walker, purchasing agent for Linton & Hall, Calgary, spent a few hours in Montreal this week. He was on his way to Nova Scotia, where he will spend Xmas with friends. Mr. Walker speaks enthusiastically of the West, and declares next year conditions will be even more favorable than they were this.

Western Provinces.

W. H. Taylor, Dundurn, Sask., is offering his business for sale.

A hardware store has been opened at Ernfold, Sask., by D. C. Watson.

M. S. Stephens has started in the hardware business at Blain Lake, Sask.

A hardware store has been opened at Sutherland, Sask., by C. A. Fleming of Lanigan.

It is reported that the Macoun Lumber & Hardware Co. are discontinuing business.

The mill of the Alberta Linseed Oil Co. at Medicine Hat is about ready to start operations.

Ross & Cumonaw, Lipton, Sask., have taken over the hardware business of Hechler & Muscovitch.

It is reported that the Kelly Hardware Co., Brandon, are negotiating the sale of their business to E. L. Gargett.

The Farmers' Hardware advertise the fact that they will be opening their store at Coronation, Alta., in a short time.

Three boys were sent to Reformatory for robbing the Cunningham hardware store, Vancouver, of rifles and revolvers.

S. L. Mills of the Bird Hardware store, Todfield, Alta., has gone to Edmonton, where he has accepted a position with Ross Bros.

The Winnipeg Paint and Glass Co., Winnipeg, have purchased property in Swift Current, Sask., and will build a large warehouse there in the spring.

G. McKenzie, of McKenzie Bros., wholesale hardware dealers of Winnipeg, stopped off at Swift Current, en route to Calgary. It is said a branch at that point is contemplated.

The hardware, implement, furniture and undertaking business of A. C. Beach & Co., Earl Grey, Sask., has been bought out by Alex. Cruickshanks and Maynard McPhee, both young men of that place. They announce their debut by taking a large advertising space on the front page of the Earl Grey Coronet.

A news item from Dauphin, Man., reads: Thos. H. Pollon, who for a number of years has been in the hardware business here has disposed of his store to the Dauphin Hardware Co., which is composed of W. E. Theobald, formerly traveller for J. H. Ashdown, Winnipeg, and Chas. Cooney, conductor on the C. N.R. The new firm have a well established business in the fine new Pollon block.

Maritime Provinces.

An attempt at burglary was made at the McLeod Hardware store, Sydney, B.C. Nothing was secured.

R. A. Worstall, varnish consulting expert, Chicago, was in Halifax recently conferring with officials of Brandram-Henderson, Ltd.

Conservation of Metals is Needed

World's Supply of Ore is Not Sufficient for all Time—Students of the Situation are Sounding a Note of Warning—Increase the Life of the Product, They Say, Thus Decreasing the Call Upon the Raw Material—Tendency to Utilize What Was Formerly Waste, is Noted—Metal Men Becoming Alive to Their Duties.

Conservation! It is the cry of the age. But it is the conservation of lumber which is usually referred to, or meant. Hands are being held up in horror at the thought of trees felled out of wantonness, of trees but half utilized for lumber. There is much talk and some work along reforestation lines. But how many have ever thought of conservation as applying to iron and steel, to tin and lead? Yet it is becoming more apparent every year, to those who consider the subject carefully, that there is need of a halt being called in the use, or misuse, of these metals. There is a time, it is evident, when the bounties of nature will be exhausted. Some have declared that this will happen within eighty years—eighty years of the present wastefulness and the people would be without iron and steel and tin.

Much Ore in the Earth.

Perhaps, likely indeed, eighty years is much sooner than any scarcity will be felt. There are, in the bowels of the earth, great quantities of ore. But even if it were certain the scarcity would not be noted for many hundreds of years, this would be no reason for people of the present day to go on like wastrels. Man must have some interest in posterity. He can not willingly rob his great grandchildren's great grandchildren of their fair share in the gifts of providence.

It is quite evident that some change in present metal extravagances must be made. At present some 30,000,000 tons of pig iron are produced yearly. This means the smelting of perhaps double that many tons. More pig will be needed as the years go by, and it will take more than a proportionate amount of ore to make a ton, for the best ore to be had has been used. The cream has been taken off the top. Smelters will come to work upon skimmed milk. It will go faster and do less.

Can't Make a New Mine.

Looking out upon this situation, thoughtful men have come to the conclusion that there must be a conservation of metal. But how is this to be effected? There can not be a halt called in its use. There is no way of re-producing the supply as with lumber. A tree may grow in a century, a mine—under present conditions it is difficult to tell how long it would take to make a mine; but even Methuselah, who must

have voted in a number of elections, was young compared to a mine.

If the consumption cannot be curtailed, or mines replenished, there remains, therefore, only one course—to increase the length of life of the mine's product. The result of this may be easily seen. If a steel beam, which now is good for 15 years, can be made to resist the attack of forces from without and within for 45 years, its efficiency will be tripled. It will reduce the call upon the mine. It will save the metal—save it for the future.

Put More in to Keep More Out.

This is the course students of the situation are suggesting. Let there be more careful smelting, they say. Let the rolling mills put more into their steel so that it may keep more out. Never mind if the cost of each ton of steel is greater, if it will withstand corrosion longer. The purchasers, it is said, will see the immediate benefit there is for them. They, and all others, will recognize the conservation which is resulting.

Already there is a tendency toward this greater care in production; and there are other signs that the metal men of to-day are realizing the necessity of allowing nothing to go to waste.

Examine a dump in a large city some day. Choose an occasion when the wind blows strongly on your back, and inspect the piles closely. You will hardly see a tin can, though once these formed the ground work of the dumps. The tin cans still exist, but not for the dumps. They are much too valuable to be thrown away.

Tin Cans Unmade in Germany.

At present these cans are taken to Germany, to what is called a detinning factory. There, as the name implies, the tin coating which is placed on them is taken off—taken off to be used again. The saving thus being accomplished can hardly be estimated.

A year or more ago Thos. Davidson & Co., Montreal, ran one of these detinning plants. They gave this up, not because it was not proving a good system, but because there were not enough tin cans to keep the plant running steadily. Too much fuel was being used for the returns secured. So local work in this line was discontinued for a time, but still the tin cans are being saved, wherever they are used largely. They are worth saving, and their saving

means a saving of the world's supply of tin.

Will Use the Sheet Soon.

The tin once off these cans and they are thrown away. But it will not be so much longer. "Within a few years," said one manufacturer, "I expect to see the cans from which the tin has been taken, sent back to the rolling mills. An inferior grade of sheet could be made from them, which would be quite suitable for some operations."

Conservation is the aim of the railways, too. One of the large United States lines has just relegated the large mogul engines to the roundhouses, to be used only on the passenger expresses. It was found that while they gave a greater speed they used so much more coal than the smaller type engine that the advantage was offset.

Investigations have shown, indeed, that for every mile a train travels above 40 miles an hour a much more than proportional addition results in the coal consumed. People wonder, sometimes, why more trains are not run at high speed. They do not think of the tremendous additional expense every mile over forty an hour entails. But the railways think of this. They have in mind the saving of money, but in saving this they are husbanding also the coal supply—cherishing it for the years to come.

AWARDED GRAND PRIX.

The Carborundum Co. has been advised through the Department of the Interior at Washington that the Grand Prize for the exhibit of abrasive materials has been awarded by the Jury of Awards of the Turin Exposition to the Carborundum Co., Niagara Falls, N.Y. The great Italian Exposition was held from April 15 to October 31 of this year, and many American manufacturers were represented. The Carborundum exhibit showed a complete line of Carborundum wheels, Aloxite wheels, Carborundum dental wheels, Carborundum sharpening stones and razor hones of all descriptions. Such an award is a signal honor. There was a widespread interest among the visitors to the exposition manifested in the abrasives, Carborundum and Aloxite.

W. Barbour, of the Savage Arms Co., Utica, N.Y., called upon a number of the Montreal jobbers last week.

BANK OF MONTREAL

Proceedings at the 94th Annual Meeting of Shareholders.

The 94th annual general meeting of the Shareholders of the Bank of Montreal was held Monday at noon in the Board Room, at the Bank's headquarters in Montreal.

Amongst those present were:—Mr. R. B. Angus, Sir Edward Clouston, Bart., Sir William Macdonald, Sir Thomas G. Shaughnessy, Messrs. D. Morrice, H. V. Meredith, E. B. Green-shields, Hon. Robert Mackay, James Ross, W. Molson Macpherson, C. J. Fleet, K.C., Dr. H. B. Yates, G. F. C. Smith, Rev. G. H. Parker (Lennoxville), C. H. Cahan, K.C., William H. Evans, Hugh Paton, George Hooper, Henry Joseph, M. S. Foley, W. R. Miller, John Hamilton, George Durnford, C. S. Garland, W. Blackader, William Stanway, Mr. Archibald, C. Meredith, Mr. Alexander, Bartlett McLennan, James Crathern, P. F. McCaffrey, John Beatty, H. Meredith Smith, H. Dobell, J. B. Learmont, John Patterson, H. B. Scott, C. W. Buchanan, and James Skeoch.

On motion of Mr. W. M. Macpherson, the President, Mr. R. B. Angus, was requested to take the chair.

It was then moved by Mr. C. J. Fleet, K.C., seconded by Dr. H. B. Yates, that Messrs. G. F. C. Smith and Bartlett H. McLennan be appointed to act as Scrutineers, and that Mr. James Aird be the Secretary of the Meeting. This was carried unanimously.

THE ANNUAL REPORT.

Sir Edward Clouston, Bart., the General Manager of the Bank, was then called upon to read the annual report of the Directors to the Shareholders at their 94th annual general meeting held 4th December, 1911:

The Directors have pleasure in presenting the Report showing the result of the Bank's business for the year ended 31st October, 1911.

Balance of Profit and Loss Account, 31st October, 1910	\$ 961,789.11
Profits for the year ended 31st October, 1911, after deducting charges of management, and making full provision for all bad and doubtful debts.....	2,276,518.75
Premiums on New Stock	365,677.50
Adjustment Bank Premises Account	3,400,000.00

Dividend 2½% paid 1st March, 1911	\$ 360,000.00
Dividend 2½% paid 1st June, 1911	360,000.00
Dividend 2½% paid 1st Sept., 1911	360,000.00
Dividend 2½% paid 1st Dec., 1911	360,000.00

Amount credited to Resl Account	\$1,440,000.00
Amount expended on new Premises during year	3,000,000.00
	708,800.00
	\$5,148,800.00

Balance of Profit and Loss carried forward

Since the last Annual Meeting, Branches have been opened at Grand Falls, Nfld., West Summerland, B.C., Suffield, Alta., Athalmer, B.C., Kamloops, B.C., and Port Haney, B.C.

At a Special Meeting of the Shareholders, held on 5th September, 1911, an issue of \$1,600,000 new Capital Stock was authorized, making the total Paid-up Capital of the Bank \$16,000,000, and at this date \$1,013,000 of the New Stock has been subscribed for.

It has been decided to increase the Bank Premises Account to an amount which, while still thoroughly conservative, more closely approximates the value of our land and buildings as assets than did the former practice.

All the Offices of the Bank, including the Head Office, have been inspected during the year.

(Signed) R. B. ANGUS,
President.

Bank of Montreal, 4th December, 1911.

THE GENERAL STATEMENT.

Then General Statement at 31st October, 1911, was read as follows:—

LIABILITIES.

Capital Stock	\$ 14,887,570.00
Rest	\$ 15,000,000.00
Balance of Profits carried forward	1,855,185.36
	\$16,855,185.36
Unclaimed Dividends	1,508.01
Quarterly Dividend, payable 1st December, 1911	360,000.00
	17,216,693.37

Notes of the Bank in circulation	\$ 15,914,654.00
Deposits not bearing interest	46,187,554.74
Deposits bearing interest	135,538,261.10
Balances due to other Banks in Canada	175,687.44
	197,816,157.28
	\$229,920,420.65

ASSETS.

Gold and Silver coin current	\$ 9,627,050.47
Government demand notes	9,717,605.75
Deposit with Dominion Government required by Act of Parliament for security of general bank note circulation	700,000.00
Due by agencies of this bank and other banks in Great Britain	14,566,291.85
Due by agencies of this bank and other banks in Foreign countries	3,408,981.80
Call and short Loans in Great Britain and United States	42,602,772.00
	60,578,045.74
Dominion and Provincial Government Securities	675,479.94
Railway and other Bonds, Debentures and Stocks	16,134,307.86
Notes and Cheques of other Banks	7,013,395.71
	104,445,885.47
Bank Premises at Montreal and Branches (Valued at \$9,088,000.00, Land, \$1,735,000; Buildings, \$4,353,000)	4,000,000.00
Current Loans and discounts in Canada and elsewhere (rebate interest reserved) and other assets	\$121,053,065.71
Debts secured by mortgage or otherwise	188,204.43
Overdue debts not specially secured (loss provided for)....	233,265.04
	121,474,535.18
	\$229,920,420.65

E. S. CLOUSTON,
General Manager.

Bank of Montreal, Montreal, 31st October, 1911.

The President's Address

The president, Mr. R. B. Angus, then moved the adoption of the Report, seconded by the Vice-President, Sir Edward Clouston, Bart. The President said:

I beg to move the adoption of the Report; and in doing so I have to call attention of the Shareholders to two important changes in the Annual Statement.

The one that was authorized by you at the Special meeting of 5th September and subsequently approved by the Treasury Board, provided for an increase of the Capital Stock by \$1,600,000—mainly with a view of extending to that amount the right to increase the issue of notes in circulation. This appeared to be urgently demanded, as the circulation of this Bank has reached the legal limit, the amount of the paid up capital; and as other banks were much in the same position, it was feared that a great scarcity of currency would soon be experienced.

Another considerable change in the Statement at this time will be seen in the treatment of Bank premises account, which for years had been represented by the comparatively insignificant sum of \$600,000, notwithstanding the large expenditure recently incurred for Bank Buildings and for providing suitable accommodation for the increasing business throughout the country. Your Directors have been frequently criticised for having charged the full amount of the cost under this head against the profits of the year, and it has been suggested that we should alter our system to conform to that of other Banks in the published statements. We have therefore had a conservative valuation made of the property, which results in the figures now submitted, namely, \$9,088,000, land \$4,735,000 and buildings \$4,353,000, and have taken back less than half that amount or \$4,000,000—more adequately to represent this item in the balance sheet. To adjust bank premises consequently the sum of \$3,400,000 has been applied and the balance carried forward.

The calls on New Stock extend over a period of nine months and the payments being completed the capital will stand at \$16,000,000, and the rest at a like amount.

On 15th September last we sustained a loss of \$271,721.00 by burglary at New Westminster, one of our important branches, where a considerable amount of money had been provided for the payment of wages. A small portion so far has been recovered in addition to the insurance and the balance has been written off.

The business of the bank has been fairly prosperous during the year, although the employment of spare funds, in call and short loans, has been less productive than usual, the prevailing rates having been extremely low in New York and London during the whole period. The ordinary deposits show a gratifying increase, while those of a temporary character have to some extent fallen off, as we have been unwilling to encourage them at a higher rate of interest.

The money markets of Great Britain and the Continent of Europe have taken freely of Canadian bonds and stocks, municipal, railway and industrial. There was a brief interval of dullness but that condition seems to have passed and well

vouched for securities are again in good demand. There is ample room for the employment of foreign capital in this rapidly developing country and it becomes the more imperative that no issue having any taint of doubtful value should be submitted to the foreign investor.

During the year under review Canada has enjoyed a period of great prosperity in almost every department of trade and commerce and has undoubtedly added largely to her permanent and productive wealth; although this has been more marked in the prairie provinces and British Columbia, Ontario, Quebec and the Maritime Provinces have not failed to participate.

The mining industry of British Columbia has taken on a new life, although the prolonged coal strike has seriously interfered with the operation of the mines and lessened their product. The mines in Ontario have been wonderfully productive. The iron and coal of Nova Scotia have had a large output and promise to be more profitable when their organization is more complete.

Manufacturers have been fully occupied and new industries of every description are springing up in all parts of the Dominion.

In immigration from Europe and the United States Canada has attracted 348,633 souls to her population, an increase over the previous year of 56,369. This item alone represents a very substantial gain, the value of each immigrant in money and property brought into the country has been variously estimated, and in the aggregate we know it must be very great; but still more to be valued is the advantage of the advent of so many additional hands, mostly farm laborers, who repair at once to the lands which lie open to their enterprise.

The increasing immigration, the consequent development of new acreage and the various climatic conditions make it difficult to estimate the result of the harvest. For instance the generally accepted figures for last year ranged from 80 to 95 millions of wheat, while the final outturn showed actually 118 millions in round figures. I have from a capable and well informed source the following estimate for this year: He says with regard to the Western crops:

Early estimates made by competent judges were in the neighborhood of 200 million bushels. However, since then, these estimates have been reduced to about 180 millions, owing to subsequent unfavorable weather conditions. While the quality this year, as a whole, is not all that could be desired, the average prices being paid for the lower grades are even better than the prices obtainable in many previous years for the higher grades, and consequently the net cash returns will be the largest ever obtained from our Northwest.

When considering the effect of the wheat crop in relation to its influence on the prosperity of our Dominion, the value of the other cereals produced in our Northwest must not be overlooked. If we accept the present estimates of the various important grains, which are as follows:

Wheat	180,000,000	bushels
Oats	200,000,000	"
Barley	35,000,000	"
Flax	7,000,000	"

the cash value to the farmer, at the average prices prevailing to-day, would be approximately over \$235,000,000, no inconsiderable sum, considering that this is exclusive of the farmers' receipts from various other sources, such as live stock, hay, root crops and dairy products.

Railway construction, especially in the Northwest, continues to manifest great activity; and while in its immediate effect it benefits the country by the expenditure of money and the employment of labor, where the lines are judiciously chosen, it prepares the way for settlement and affords facilities for intercourse and ready access to markets.

Most worthy of note are the extensive irrigation works in the Northwest by which the arid lands are converted into fruitful fields destined to become the homes of a large farming population. As to the ready made farms they cannot be supplied fast enough to meet the wants of would-be settlers. While the railway took the initiative in this enterprise, it is being followed by large landholders and capitalists, of Great Britain, who, from patriotic motives in some instances, are making such investments with the view of supplying homes and giving a fresh start in life to the surplus population of the Mother Country. Experimental farms for the instruction and convenience of settlers are also of immense advantage and are gradually being extended to every province of the Dominion.

A review of the various branches of trade and industry throughout the Dominion is beyond my province, although the Bank in its widespread operations is vitally interested in the commercial life of the country, and touches it at every point. I, therefore, attempt but a brief summary.

The dry goods trade of 1911 has been somewhat unsatisfactory. In the spring stocks were heavy and the demand light, this being to some extent a legacy of the previous year. But a decided improvement has set in with much better prospects.

In Canadian cottons a largely increased trade has been experienced with firm prices, and imports are gradually decreasing.

Early in the year also our woollen and worsted manufacturers suffered from the competition of foreign imports. Goods intended for the United States, where the markets were overstocked, were, according to Bradford reports, sold in Canada at a sacrifice, but that condition of things has been overcome and the mills are now well employed in goods for next season.

Indeed, competent authorities report the wholesale trade to be at present in a comparatively flourishing condition and increasing in volume.

The iron and hardware trade and groceries are said to be decidedly good, although profits are somewhat curtailed by excessive competition.

In boots and shoes a large and apparently profitable business has been transacted, notwithstanding the high price of leather. A most remarkable change has taken place in the values of butter and cheese, as compared with those of a year ago. Farmers have been receiving 3c more per lb. for cheese, and 5c to 6c more for butter. The advance has been realized on a considerable portion of

the season's make—indicating that the farmers have received at least \$3,000,000 more for their exports of dairy products than for the corresponding period of last year.

The hay crop of the Dominion for 1911 was less than the previous year, but the farmers have realized from it a larger return by \$2 to \$3 per ton, and a good demand exists both in the United States and Great Britain.

The export of cattle continues to grow less each succeeding year, this being due in a great measure to the larger consumption of the home market and the increasing population both in the East and West.

The fisheries on our Atlantic Coast have been exceedingly prosperous and last year everyone who handled fish made money through the transaction. The fishermen had the biggest catch and obtained the highest prices recorded. This is true generally both in regard to our Maritime Provinces and Newfoundland.

With regard to the Pacific Coast, the salmon pack is reported to have been an average one. The market is active, and prices good. Other fishery conditions are generally satisfactory.

Recent changes in the tariff of the United States and the comparative failure of the water powers in that country have brought the pulp and paper making in Canada into prominence. Several of our mills have been successful in their operations; and with our extensive spruce forests and unsurpassed hydraulic powers this industry is sure to find a natural development in this country.

The lumber trade has been poor throughout the year especially in British Columbia, which has had to face the keen competition of the Western States whose lumber has been forced upon the Canadian markets in consequence of the almost complete paralysis of business in their own neighborhood. In the East and especially of late, there has been experienced a marked improvement both in export and local account. In the latter there has been an unprecedentedly brisk and profitable demand in consequence of the activity of building operations.

This leads me to remark upon the real estate transactions which in some districts savor too much of speculation. In Montreal and other large Eastern cities prices have long been in a measure dormant, until recently when the public suddenly realized the necessity of providing homes and commercial buildings for the vastly increasing population. Hence the rise in values which is not without justification.

The business of the port of Montreal shows a healthy increase. The total quantity of grain exported during the season of navigation is about 29,388,359 as compared with 26,349,514 bushels last season, while the exports of flour have almost doubled.

With the high prices of agricultural produce prevailing the farmers of Canada have had a profitable year, which is reflected in the satisfactory condition of the general business in all portions of the Dominion.

There can be no more certain indication of the business activity and general prosperity of the country than the rail-

way earnings, which are phenomenally large.

I regret to announce the retirement of Sir Edward S. Clouston, Baronet, from the General Managership of the Bank. After 47 years of service, 20 of which have been passed in the Chief Executive Office, it is natural that he should seek some relief from the arduous duties of that position. I am happy to say, however, that his mature judgment and great experience will still be available to the administration, when required, in the less strenuous office of Vice-President.

He will be succeeded by Mr. H. V. Meredith, an able and well qualified officer, who will surround himself with such capable assistants as are always to be found on the staff of the Bank.

Sir Edward Clouston.

In seconding the adoption of the Report, Sir Edward Clouston said:—

As the President has dealt with the general business of the country, I will confine the few remarks I make to the statement, a copy of which you have in your hands.

To meet the wishes of the shareholders, expressed at several of our meetings, and to conform to the custom of the other banks in Canada, we have shown the amount expended on new bank premises during the year. We have also obtained valuations of all our lands and buildings, and I do not think we can be accused of overvaluation when we place the value in our statement at \$4,000,000, somewhat less than the value of the land alone. In fact, to the amount of \$9,000,000 should be added the cost of uncompleted buildings, making it \$700,000 more. The increase of \$3,400,000 over former statements has been employed partly to increase our Rest to an amount equal to our Paid-up Capital, and the surplus has been carried to our Profit & Loss Account. Speaking as an individual, and in no way as a mouth-piece of the Board, I would not advocate increasing, in future, our Rest beyond the Paid-up Capital. I should always like to keep the Profit & Loss Account at its present amount, as a Reserve, to be used when the Directors might see fit to do so in the interests of the Bank, and any surplus profits, after full appropriations have been made, I would suggest distributing among the Shareholders.

The shrinkage in deposits, as compared with last year, is accounted for by the fact that at that time we had very large special deposits, which were shortly after distributed. The regular deposit business of the Bank has been satisfactory. The increase in our Loans is an evidence that our Canadian business is steadily increasing. I think you will agree with me that the statement is a strong and satisfactory statement.

The President has mentioned that I have decided to retire from active Executive work. I have held the stage for a long time, for I find my service in the General Manager's position is more than double that of any of my predecessors. I have kept in mind, however, that while Corporations may go on forever, the men who manage them come and go, and with that in view I have always tried to arrange that the exit of any one man should not in any way interfere with the business of the Bank. In passing over the reins of office to my successor, I feel I am doing a good thing for the Bank and its Shareholders.

Mr. Meredith has spent all his active business life in the service of the Bank, is familiar with its policy, is trained in its traditions, and has been uniformly successful in his previous appointments. I have no doubt he will be equally successful in the high office to which he is called, and I am quite satisfied your property will be handled conservatively.

The ballot for the election of Directors was then proceeded with, and without much delay the Scrutineers appointed for that purpose reported the following gentlemen duly elected, the old Board being re-elected:—

Messrs:—R. B. Angus, A. Baumgarten, Sir Edward Clouston, Bart., E. B. Greenshields, C. R. Hosmer, Sir William C. Macdonald, Hon. Robert MacKay, H. V. Meredith, D. Morrice, James Ross, Sir Thomas Shaughnessy, K.C. V.O., Rt. Hon. Lord Strathcona and Mount Royal, G.C.M.G., G.C.V.O.

OFFICERS ELECTED.

At a meeting of the Directors held later, the Right Honorable Lord Strathcona and Mount Royal, G.C.M.G., G.C.V.O., was elected Honorary President of the Bank, Mr. R. B. Angus, President, and Sir Edward Clouston, Bart., Vice-President.—Advt.

WINDOW DISPLAYING GAME TRAPS.

The illustration on this page gives a suggestion for a window to promote sales of game traps.

This window, which displays a woodland scene, such as is encountered by any trapper, certainly is one which will

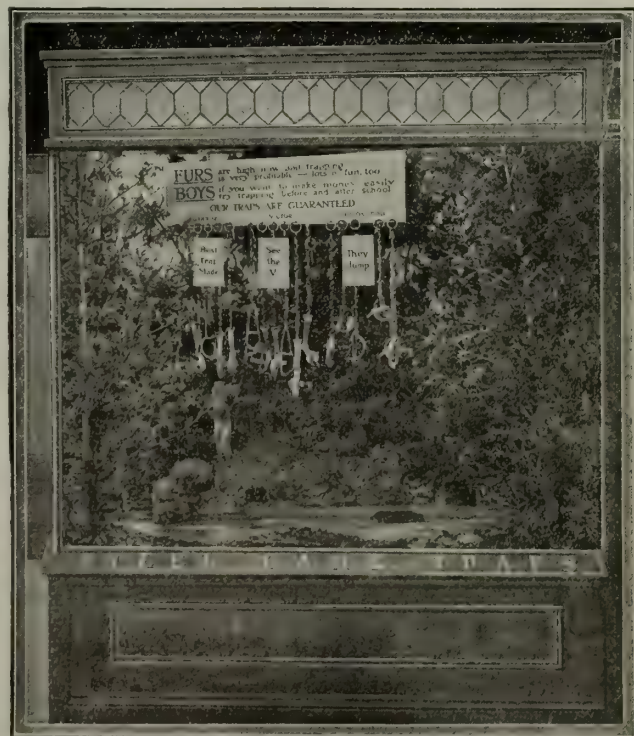
Ltd., is very easily and inexpensively gotten together. The total cost of putting in this window is something like \$2.00.

Consequently, the benefit derived from this window is not alone that it leads to increased sale of traps and brings to the exhibitor's store a class of people who by profession need such supplies as guns, ammunition and sporting goods; it also gives to every passer-by an impression most favorable to the store and one which will cause him to remember such a dealer's place when in need of any sporting or hardware supplies.

DELTA FILE CARDS.

The Delta File Works are sending out cards illustrating three of their special files. The cards are in four colors and show, not only the files, but the special labels designed for the boxes in which the goods are shipped. Each label is of a different color, and the cards are thus of an unusually attractive appearance. The method being adopted is to place a file over each of the three electrotypes on the card, thus three files on a card. Twelve cards are packed in a box, making three dozen files in all.

In this manner, they are marketed by the jobber to the retail trade, and it insures the retailer getting them in the best of condition. A double purpose is



attract both the professional trapper and the boy who takes to such out-of-door amusements. The material, aside from cards, posters and other sundries, supplied by the Oneida Community,

served by the cards, for the retailer can use them for display purposes to attract the attention of customers to the files. The plan has had splendid results already.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 62.

MARKETS IN BRIEF.

Montreal.

Copper.—Up 25 cents a hundredweight.

Copper Plates.—Up 1½ cents a pound.

Tin.—Showing an upward tendency.

Lead.—Slightly easier, slight drop considered likely.

Toronto.

Linseed Oil.—Down 6 cents.

Turpentine.—Up 3 cents.

MONTREAL.

Montreal, Dec. 8.—The advance of copper is noted with pleasure by the metal handlers, who have always regarded this metal with more or less distaste, and who hail the stronger market. The upward tendency of tin is not regarded so kindly. The price is considered too high, yet little hope is held out that it will drop in price. Certainly there will be nothing more than a temporary lower level before the end of January. It is doubtful if there will be any falling off in price at all, and it is far from certain that there will be any decline when the new Exchange regulation comes in to force the first of February.

Lead is somewhat easier this week. The price still remains at the higher level fixed some time ago, but generally it is felt that a drop may come.

Tin.—The Banca sale of last Thursday has brought no change whatever in the situation. The syndicate has such control of the market, in fact, that what it decreases becomes a fact. Little hope of lower prices is held out. On the primary market tin is now selling at £205 and £206. The general feeling of unrest is expressed by a New York authority, who has advised his Montreal connections of his belief that tin will reach £240. This price is considered far too high, by some, but all are agreed that the market is climbing, and climbing fast.

At one time it was held that the new regulation—which comes into effect on February 1, and which allows the filling of orders in other grades of tin than Straits—would tend to create an easier situation. But now there seems little hope of this. Indeed, some are predicting that the regulation will be rescinded. It has had such a quieting effect upon sales of futures that a number of the brokers have been staying away from the exchange, meeting elsewhere to do their business.

Antimony.—There is little happening in this metal. The demand is fair, and the prices steady.

Lead.—“This metal is now selling at a good price,” stated one handler. “I would not like to predict a higher market. A drop may not come for some time, but I think within a month or two there will be an easing off in the situation. The metal is now more plentiful than it has been for some time.”

Spelter.—East St. Louis is more plentiful, a good amount being bought at \$6.60. This is considerably lower than the figure quoted last week. The supply has become a little more plentiful, too, though yet there is a scarcity locally. The future of this market is hard to predict. Handlers are none too sanguine that a lower level will be touched.

Copper.—This metal has provided a good deal of interest, and some anxiety. Some handlers were caught short. Copper plates, especially, rose rapidly, and those who had not anticipated the sudden jump in prices had not bought as largely as they could have wished.

Aside from the plates, the metal has advanced rapidly. Moreover, the end is not yet. Any movement which brought about large buying would at once cause another advance. Copper has been weak for a long time, but now it has gained strength, and shows no signs of weakening. The supply on hand is satisfactory, and dealers have little difficulty meeting the orders which come in for the metal. These orders, too, are large, many evidently having determined to get in a good stock, fearing that the price may rise still higher. There appears to be good ground for their belief.

Pig Iron.—The situation here has improved. There has been no change in prices, but the demand is better and the supply sufficient. For scrap iron the demand has become brisker. A number of factories are buying this at present.

TORONTO.

Toronto, Dec. 8.—The situation is uniformly satisfactory. No price changes have occurred to unsteady the market although there have been fluctuations on the primary markets and it is not improbable that the present quotations, in some metals at least, will not hold long.

A good volume of business has been done during the past week. The very perceptible improvement in the United States is reflected here in stimulated activity and confidence.

Tin.—No change has been made in the price of tin, which stands at 48 cents. Demand has been good. Although con-

fidence was expressed some weeks ago that tin would reach the 50-cent mark before the end of the year, this contingency is not now regarded as by any means certain. The pinch is likely to be felt during January and the increase is more likely to be brought about then.

Copper.—Doubters, who have been looking for the first sign of a break in the copper situation, have so far looked in vain. The improvement has continued and consumption has been so heavy that unreserved confidence is felt. Although prices have stiffened some on the primary markets, the local quotations have stayed the same. A firming up in price in the near future would not cause surprise. The demand locally has been heavy.

Antimony.—The siege of inactivity that has featured the antimony market has at last been broken. The demand is reported to be better and there are general evidences of an awakening interest. Prices remain unchanged.

Lead.—An improvement is noted in the lead situation. For the past six weeks, it has kept the jobbers raking and scraping to fill orders. Now, however, supplies are much better. “We have enough on hand to fill our orders with a little left over,” stated one metal man to-day. “This is an immense relief. It’s the first time we have been so placed for a good many weeks.”

This does not mean that the demand has fallen off. It is, on the contrary, quite as brisk as ever.

Spelter.—No such cheerful report can be given with reference to spelter. The market is still almost denuded of spelter and the demand is just as strong and insistent as ever, so that the jobbers are at their wits’ ends to keep up. It is expected that the business will remain good and that stocks will be just as short for months to come.

The local price remains unchanged.

Pig Iron.—The amount of business done is quite satisfactory and there are plenty of inquiries for the first half of the new year. Prices remain firm, as follows: Canadian Foundry, No. 1, \$19, and No. 2, 50 cents a ton less. Old Country iron is quoted at \$19.50 for Middlesboro No. 3, and \$50.25 for Clarence No. 3; Summerlee No. 2 is \$22, and Cleveland No. 1, \$20.50. Jarrow and Glengarnock irons are at \$20 and \$22 respectively.

Old Materials.—Business has slackened up a little. Quotations are as follows: Heavy copper wire, 10½c to 11c; heavy yellow brass, 7½c to 7½c; heavy red brass, 9½c to 9½c; heavy lead, \$2.90; light copper and bottoms, 9¼ to 9½c; tea lead, \$2.40; machinery cast iron, No. 1, \$14, No. 1 wrought, \$10; malleable, No. 1, \$8 to \$10; miscellaneous steel, \$6 to \$7; stove plates, \$11.

HARDWARE MARKETS

MONTREAL.

Montreal, Dec. 7.—There has been, perhaps, a slight falling off in trade this week, though in some lines the demand has been heavy. Generally it was expected that the coming of snow would bring heavy ordering, but the falls of last Saturday and Sunday do not seem to have had this effect. Perhaps there was not snow enough.

The wholesalers are not complaining. They are busy enough. Yet at this season such lines as building hardware are exceedingly quiet, and while there is an increased demand for some other classes of goods, this is not yet as large as is to be expected.

The greatest activity at present is in Christmas specialties, sporting goods and lumbering goods.

Seasonable Goods.—Sleighbells have been moving well. The supplies coming from the factory are better than last week, and generally it is possible to fill orders. There is still a fair call for horse blankets, while for weather strips the demand keeps up.

The snow usually brings a heavy demand for snow shovels. This has not been felt as keenly this season, for now but few shovels are wanted in Montreal, the city having undertaken to keep the sidewalks clean.

Christmas Goods.—Here the demand has been all that could be desired. Cutlery is more in requisition than at any other time this year, and it has been a good year for cutlery. Plated goods, too, are being ordered largely. This line is a splendid seller at the holiday season. Percolators and copper goods, also, are being largely ordered.

Household goods.—Here the ordering is satisfactory. It cannot be said that the shipping departments are being rushed, but the dealers are booking their order, not only for the present, but for spring delivery.

Sporting Goods.—In skates, hockey sticks, pucks and other supplies needed for the great Canadian winter game, there is a heavy business being done. The dealers do not yet seem to have large enough stocks on hand, though they placed orders early. Some men have followed up their main orders by several of a sorting variety, and the end does not seem to be yet.

While not regular Christmas goods, skates and other hockey supplies are in big demand as Christmas presents. The call for them will not be satisfied until after the new year.

Building Hardware.—It is the off season in this line. A few belated jobs are still making some demand for door knobs, hinges, and such articles, but the

trade is small in volume, and growing smaller.

Heavy Hardware.—There has been a scarcity in these lines. Bolts, nails and piping have been ordered so largely that the supply has become depleted. The manufacturers have been unable to recuperate from the heavy orders shipped to the west before navigation closed, and it is feared that the fire in the Peck Rolling Mills will tend to make the situation still tighter.

Cement.—In the country orders have fallen to a minimum. In the city there is still a good demand, for much building is being carried on through the winter months.

TORONTO.

Toronto, Dec. 8.—“All we want is some snow. A touch of Christmas weather will finish off the season with a heavy rush of business.” This plaint, uttered by a local jobber, was echoed by others. While business has been good, exceptionally so in fact, they feel that a fall of snow would bring along the business which has been held back. This does not apply so much to Christmas lines as to the winter supplies.

The freight situation remains bad here. Difficulty is being experienced in getting shipments. This is added to by the fact that manufacturers are slow in making shipments in some few lines.

Seasonable Goods.—Although trade is checked somewhat by the lack of sleighing, there is still a good demand for sleigh bells, rugs, blankets, sleigh heaters, etc. The difficulty in securing sleigh bells, by the way, is not nearly so pronounced. Snow shovels, sleds, sidewalk scrapers, weather strips, etc., are selling in large bulk. A great many dealers have delayed ordering, however, and will not likely come into the market until a heavy fall of snow makes it imperative.

Christmas Goods.—The great bulk of Christmas goods has already been sent out, but many dealers are still unequipped for the holiday rush and every mail brings in a rush of letters. Cutlery is being sold in large bulk. “Never sold so much before,” comments one jobber. “This is going to prove a splendid year in that respect. The highest quality has been in demand. Silverware of all varieties, brass goods, tools and the many other articles which may be termed Christmas goods, are also in demand.”

Already supplementary orders are being received, evidencing an early start in the retail trade.

Household Goods.—The demand remains consistently steady, despite the

rather unsettling effect of the rush of Christmas business. Even at the Yuletide season, it seems, people have enough of the practical left to invest in pots, pans, kettles and all the countless other kitchen utensils.

Builders' Hardware.—There is a perceptible lessening in the demand now. This applies outside of Toronto, but in this city the call is still fairly heavy. The jobbers estimate that the active building season in the city will continue well over the new year, and they are counting on a reasonably good volume of business for that length of time.

Heavy Hardware.—It is understood that some lines of heavy hardware—nails, screws, etc.—are rather hard to get. The heavy shipments west before the close of navigation depleted stocks and made it difficult for the manufacturers to fill all subsequent orders. Prices remain firm. Price quotations are:—Discounts on carriage bolts, 3-8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Sporting Goods.—The skate demand is extraordinarily large. “We can't get enough skates,” was the complaint voiced by sales managers on all sides. There has been a big call from the west and repeat orders are coming in regular. A splendid trade is also developing in toboggans, sleighs, snowshoes, etc., incidental to the Christmas trade.

FIRE DOES DAMAGE TO PECK ROLLING MILLS.

Montreal, Dec. 6.—Fire broke out last night in the plant of the Peck Rolling Mills, Limited, Mill street, Montreal. The flames spread, and half the fire fighting force of the city was called out. The alarm had been given in time, however, and the flames were checked in time to prevent damage. One mill is gutted, and some of the machinery spoiled. The rest of the plant is intact.

T. E. Peck, speaking to Hardware and Metal, states that the amount of the damage is not known as yet. There will, however, be no financial loss to the company, as the plant is well insured.

At the wholesale houses news of the fire was received with regret, not untinted with selfishness. Of late there has been a scarcity of nails and pipe, and it was thought the damage done the Peck plant would make this more acute. But Mr. Peck states there is no cause for anxiety. Only one mill was burned, and the others will be kept running night and day, so that the production will hardly be decreased. Work of remodeling the damaged mill is to be commenced at once, and operations will again be carried on in that part of the plant before many weeks have passed.

STOVE AND HEATING MARKETS

MONTREAL.

Montreal, Dec. 7.—Snow, which came in good quantities early in the week, has done something to keep the tone of business good. This is the time when orders for stoves might be expected to fall off, and yet there has not been the depression which was looked for. All the manufacturing houses report large orders for such goods as are wanted at Christmas, while stoves are still being bought. There is, moreover, a good demand for kitchen utensils, these evidently being needed in view of the coming season of feasting and merrymaking.

A satisfactory state of affairs is reported from the west. Indeed the eastern houses are not finding it necessary to consult their Manitoba and Saskatchewan representatives in order to discover the conditions there, for the large number of orders being received are ample proof of the merchants' strong condition.

"We have always tried to get western spring orders in early," remarked one manager, "but we have had difficulty in accomplishing this. At present a marked change is evident. The western dealers are ordering of their own accord, evidently being anxious to have their spring goods shipped to them promptly. They cannot be sure of January or February delivery if they do not order early in December."

Collections have improved greatly in the last few weeks. Indeed the manufacturers seem quite satisfied with the present conditions. The annual statements have not been prepared yet, so that it is not possible to secure a comparison of the business done in 1911 and that of 1910, but those who have been at the head of affairs state a good improvement is shown.

Ranges.—Practically none are being sold in the city, but from the country, especially the east, good sized sorting orders are coming to the manufacturers. The dealers have sold practically all of their stock, and are now restocking for the sales which they expect about Christmas time. It seems, from what the manufacturers say, that a good many ranges are given as Christmas presents.

Oak Heaters.—Sorting orders are coming into the manufacturers' offices. They, too, are largely from the country districts; indeed, with the exception of furnaces, it is with the farm districts that the business is now being done.

Base Burners.—The demand for this line has fallen off greatly with the close of navigation. There are still some orders to be filled, but the new demands are for small numbers.

Furnaces. — Isolated orders are about

all that are being received now. As a contractor gets ready to install his heating system he comes for a furnace, and usually this can be furnished him with little delay. The depleted stock which resulted from the early fall demand has now been relieved. One manufacturing house reports a large order for furnaces. This is the exception, not the rule. The heavy demand is over.

Christmas Goods. — Nickelware, and such fancy goods as are appropriate for Christmas gifts have been ordered in large quantities of late. There are now many handsome, as well as useful, presents in this line, so the demand is to be expected. It has grown stronger as the holiday season approaches, and is expected to continue until a few days before Christmas.

Kitchen Furnishings.—This is the busiest line of all at the present time. All the dealers are getting in good supplies. The wholesale houses are buying largely. Generally the demand is heavy.

For furnishings of all descriptions the call is coming, but such goods as cake plates, pie plates, and pans suitable for roasting fowl, are especially wanted. There is evidently a big demand anticipated by the retailer.

Montreal prices, no discount:

Size United Inches.	Star.
Under 26	\$2.65
26 to 40	2.85
41 to 50	3.25
51 to 60	3.56
61 to 70	3.75

TORONTO.

Toronto, Dec. 8.—The stove situation is a little easier, although the last few weeks of the year always brings a more or less big demand. At the present time ranges and furnaces are a little short, but in the other lines the manufacturers are a little more than holding their own.

"We are still busy but we can look after our customers a little better now," said one stove man. Except as regards furnaces, we are able to fill every order that comes in, without delay."

The foundries are running as heavily as ever and it is anticipated that it will be necessary to keep going full blast for some little time.

Ranges.—The range trade is more or less steady the whole year around so it is not to be expected that it would fall off as much as other lines. As a matter of fact, the demand for ranges is almost as heavy as at any time during the sea-

son. The Toronto representative of one firm states that he ordered a carload from headquarters this week and was informed that a dozen was the very most he could get for a time.

Most of the orders are of the sorting up variety but a few dealers have been ordering in bulk.

Base Burners.—That the retail dealers are finding the continued mild weather a great help is evidenced by the continued steadiness of the orders for base burners. A great many people postpone buying until the very last moment and the weather this fall has been of the kind to encourage procrastination. As a result, dealers are doing more trade now than is usual at this time of year. This is particularly the case with base burners. Numerous good sorting orders have been placed.

Oak Heaters.—The demand is still tolerably brisk, although it has fallen off considerably in the last two weeks. Orders from the northern sections of the province continue big, although the demand elsewhere is for very small bulk. It has been a very good year in the oak heater in the trade, the number sold being well in excess so far of past years.

Furnaces.—The furnace situation is still a little complicated. Although pressing demands can be filled without delay, the manufacturers are by no means off the anxious seat yet. An order for a carload placed this week was not filled, a dozen being sent along instead. The fact of the matter is that the demand this season has been so extremely heavy that the long continued favorable weather has been what has prevented a shortage. It is expected that there will be little or no diminution in the demand before the end of the year.

Plates and Sheets.—The demand is brisker than ever. Some little uneasiness is now felt on the score of supplies but there is no reason yet to apprehend any serious shortages. Prices remain firm.

COMPLETE COAST TRIP.

J. M. Thompson, treasurer of the Luther Grinder Manufacturing Co., Milwaukee, has just returned from a trip to the western coast, where he made new arrangements for the Pacific branch of the company. On the return trip he traveled through Canada. Mr. Thompson reports that, although the grinder business has always been good in that section of the country, the outlook was never better than it is to-day.

The annual conference of the Canada Paint Co. is now in progress at the main plant, Montreal.

The Western Hardware Market Situation

Cold Clear Weather Has Given Impetus to Trade—Large Orders Received, But Traffic Conditions Unsatisfactory—Christmas Goods in Great Demand—Prices Remain Strong and Unchanged.

Winnipeg, Dec. 4.—With a temperature ranging around the zero mark and no interference from storms or blizzard the west has been able during the last week to get many thousands of bushels of grain threshed that at first appeared to be snowed under till the spring. These conditions have also assisted somewhat in enabling the railroads to clear out their terminals, but as yet the traffic is far from satisfactory. As official navigation on the great lakes closes to-morrow a strenuous effort has been made during the last two weeks to get as much grain as possible to the head of the lakes before the close. The result is that other lines of freight have had to take second place and consequently wholesalers are by no means content with service given them yet. Conditions are, however, looking a little more promising, but the prediction last week that it would be the first of the year before traffic resumed its normal basis will very likely be fulfilled.

In the general trade prospects are bright as the mild weather has enabled travelers to move freely and as the majority are coming in for Christmas they have been making an effort to finish up their territories or routes as soon as possible. The result is, that orders have been received in large quantities lately, but owing to the condition of traffic the greater part will not be shipped out till after the holiday. In the city the Christmas trade is in full swing and wholesalers are delighted with the activity. Cutlery and sporting goods, such as skates, pucks, snowshoes and sweaters for Xmas presents are in great demand. Other lines especially stoves and heaters are also moving actively. Prices in general remain strong and unchanged from last week.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—\$3.15 per keg base.

Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c, to 20 inch gage 29c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Cleavices—7½c. per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24, \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe.—½ in., \$3.25; ¾ in., \$4.05; 1 in., \$5.00; 1½ in., \$7.20; 2 in., \$9.80; 2½ in., \$11.80; 3 in., \$15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10 and 11, \$2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—½ in., \$3.15; ¾ in., \$2.30; 1 in., \$2.35; 1½ in., \$3.15; 2 in., \$3.80; 2½ in., \$5.45; 3 in., \$7.45; 3½ in., \$8.95; 4 in., \$11.55; 4½ in., \$18.40; 5 in., \$24.15; 5½ in., \$32.25; 6 in., \$36.75; 6½ in., \$42.50; 7 in., \$47.50; 8 in., \$61.50; 9 in., \$95.50; 10 in., \$118.

Logging Chain—½ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Pig Lead—\$4.75. Lead Pipe—\$5.75.

Lead Waste—\$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12,

34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10½c; British manila, 8½c; lath yarn, 3c.

Sheet Zinc—Casks, \$8.75; broken lots, \$9.25.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I.C., \$9.75; I.X., \$11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, \$10.25; ½ box, \$5.50; I.X., full box, \$14.25; ½ box, \$7.50; 20 x 39, I.C., full box, \$13.50; ½ box, \$8; I.X., full box, \$15.50; ½ box, \$9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Prices on wire barbed and annealed and plain are all open and prices cannot be quoted. All wholesalers are open to receive enquiries on wire and it is doubtful if there is much of a contrast in prices.

Paint and Oils.

Paints and Oils.—As was pointed out last week all outside building is practically at a standstill, and as a result the demand for lead and paints and oils is very quiet. Such conditions are expected to prevail for the next six weeks or two months. Travelers are all out at the present time and are sending in good orders for later shipments which will not take place till after the first of the year. Stocks of linseed oil are pretty scarce at the present time, one mill having started work during the week while the other is expected to start about the first of December. Prices existing are 85c per gal. in bbls. and 95c in small lots for turpentine, and \$1.15 per gal. for raw and \$1.18 for boiled linseed oil.

Putty and Glass.—There is an active demand for both these lines. Stocks of glass are quite large enough at the present time to supply the demand, while for putty there is no consideration as it is manufactured in the city. Putty prices are \$3.15 per 100 lbb drums; \$2.75 per 100-lb. of 900 casks. Bladder putty in barrels \$3.15 per cwt. and \$3.40 in 100-lb. cases.

Lead.—Lead prices are pretty firm. As stated above the demand is light as outside building operations are at a standstill. Prices quoted range from \$6.50 to \$7.50.

Methods of Retailing Paints and Varnishes

Keep in Touch With the Master Painters

Their Trade is Necessary in Working up a Big Paint Business
—The Monthly Settlement Plan Advised by One Hardwareman
—Order Slips Found Necessary by Ontario Dealer.

In a recent issue, Hardware and Metal dealt with the question of the relative positions of the retail dealer and the master painter. A hardwareman, who read the article in question, writes as follows:

Editor, Hardware and Metal—

"Dear Sir,—I have noted your article, 'The Retail Dealer and Master Painter,' and would say that probably two-thirds of my paint business is with master painters. I have always made an effort to get their trade and, in order to do so, I have run the paint department on credit although I insist on cash in all other departments. With the master painters, I insist on a monthly settlement—and generally get it."

This plan undoubtedly has much to recommend it. To refuse credit to a master painter would not, in a great many cases, tend to keep him a steady customer. The painter finds need practically every day for a supplementary supply of some kind of paint and it is not always possible to send over the cash with the order. Since, therefore, it would be difficult to run the business on a strictly cash basis, the monthly settlement plan is a good one. It allows the painter all the time that he needs and gives the dealer reasonable surety of getting his cash within a reasonable time.

Talking of this matter, reminds the writer of the experience a few years ago of an Ontario hardwareman who did a large business with the master painters of his home town. He had several customers, who ordered everything they needed from him. When the men ran short on a job they just took a jaunt over to N——'s hardware store and ordered what they wanted, without first consulting the "boss." Of course, they never paid cash on such purchases. Every month the dealer would submit statements of their accounts to his master painter customers and almost invariably would meet with kicks of a very determined nature. "Look here," the irate painter would exclaim, "you charge us with a gallon on August 16.

Now I have no recollection of having ordered anything on that day."

The dealer would explain the circumstances. The men had run short on the job and had dropped in at the store to replenish their supply, knowing that there was nothing at the shop that would suit. "They said nothing to me about it after," was the almost invariable retort of the master painter. Generally they paid. Sometimes, however, they refused, believing that the dealer had been "padding" his lists a little. The climax was reached when one customer disputed items amounting to over \$12 and refused to settle.

The hardwareman then perceived that it was, to use a phrase from the vernacular, "up to him" to remedy matters. He accordingly had order slips printed, which he distributed to all his customers with the request that they make their purchases by means of these slips. In every case, the idea was accepted as a good one and the slips were used regularly after that. If a journeyman presented himself with an order for paint, he had to produce the slip with the signature of his employer. If he could not show his authority, he did not get his order filled.

This plan proved an effectual remedy and no difficulty was experienced after that in getting accounts settled.

Trade Worth Getting.

The trade of the painter is well worth going after. Not only do they buy large quantities of oil, turpentine and white lead but they also use a great deal of ready mixed paint.

A western hardware dealer relates how he worked up the large trade in paint and oils that he now enjoys.

"I started in business three years ago," he explains. "There were two other hardwaremen already in the field and, of course, they had things pretty well divided up between them, particularly in regard to paint. However, I got the local agency for one of the best paints made and started in to boom that brand.

"I got the manufacturers to send me one of their best men for a few days. Together we made a round of the master painters and the other fellow gave them the most convincing line of talk that I have ever heard. We got each one interested in turn and then I suggested a free trial of our paint. They all decided to try it and I sent a quantity around to each shop. It was good paint—I believed so then and I believe so still—and they couldn't help but see it. The other dealers in town had not done much to impress the master painters with the real value of ready mixed paints. In consequence, the result of the free trial was an eye-opener to them.

I got orders from all of them and have been getting them ever since. There is probably twice as much mixed paint sold here now as there was before I started after the master painters."

Scarcity of Linseed Brings Substitutes to Front

Soya Bean Oil Has Been Extensively Used in Canada, But This Has Proved Too Sticky--It is Being Tested as a Substitute for Rubber Now—China Wood Oil is Giving Great Satisfaction—For Varnishes it Seems Exactly What is Needed.

Scarcity of any product always causes search to be made for a suitable substitute. Such a search was caused by the scarcity of linseed oil, and while some of the oils used as substitutes are undoubtedly inferior, some have been brought to the front which seem to give promise of good things for the future.

Soya bean oil is no new product. But only of late has it been used extensively. It was one of those substitutes

brought forward when linseed began to soar and soar. But that this oil will ever be a great success in the making of paints is far from certain. It has some qualities which tell heavily against it.

Not Crushed in Canada.

The oil comes to Canada from England. None of it has been crushed in Canada as yet, and from what a few of those who have used it say, there is not

any great likelihood that it will be used in the Canadian plants. The oil is too sticky, at least it has seemed to have this fault. There may be some means discovered whereby this stickiness may be overcome, but this remains for the future. Soya bean oil at present is not in the highest favor for paint or varnish making.

The price of this product is not so low as to make manufacturers overlook any defects which it may have. Linseed now is selling about 95 cents a gallon, and is likely to drop. Soya bean oil can not be secured for less than 80 cents. A considerable difference this—but not if the Soya bean does not make good paint or varnish. The manufacturers must maintain the high quality of their goods.

Testing it as Substitute for Rubber.

But if Soya bean oil's stickiness seems to render it inappropriate for paint and varnish making, this very stickiness has suggested another use, and now the material is being tried in the United States as a substitute for rubber. The tests have not been thorough enough yet to enable a verdict but it is said the material does quite well in place of the common rubber. It could never take the place of the fine article.

Soya bean oil undoubtedly appears to have a future, a future for which it

must thank linseed oil, for had it not been for the scarcity of that article the experimenting with the Soya bean would not have been so extensive.

China Wood Oil Good.

China wood oil is another of the known products which has been used more extensively since the price of linseed became almost prohibitive. This oil has proved valuable for varnish making. It too is expensive, little cheaper than linseed in fact, but it is of great value. Whereas Soya bean oil is sticky, China wood seems to be devoid of this harmful quality. It dries hard, and yet has good elasticity. These two statements seem hard to reconcile, and yet those who have used the oil for varnish making declare they are both true. The surface of China wood varnish becomes quite hard, yet swelling of the wood is met by an expansion of the varnish which prevents cracking.

China wood oil, like Soya bean, is an importation. None of it is crushed in Canada. This work may never be undertaken, but from what the manufacturers say there appears no doubt that the use of this oil will grow in favor. For paint there seems nothing like linseed oil, but for varnish the China wood is proving entirely satisfactory.

an expensive method and does not usually bring results in proportion, inasmuch as a great many of the people, to whom the cards would go, are not likely to become purchasers. Used judiciously, color cards will bring splendid results. Nothing is more efficacious, in fact, toward clinching a sale. If the question of painting the house has been broached and a color card arrives in the house, it is as good as assured that a sale will result. After each member of the family has poured over the colors and picked his, or her, favorite combination, the step has been practically decided upon.

In view of its undoubted value, it is strange, therefore, that so many dealers disregard the advantages of the color card. Some let them accumulate in drawers or collect dust on a back shelf. Others go to the opposite extreme, handing them out profusely and indiscriminately. In some stores you will find crumpled color cards on the floor and the clerks hand them out to anyone and everyone. This prodigality is ill-judged, in view of the expense involved and the comparative paucity of results obtained from such methods. So valuable a sales maker should only be given when it is likely to bring some results.

Can be Used Again.

A mistake often made is to suppose that a color card cannot be used more than once. If a customer places an order for paint and makes his selection from a card, he is likely to leave the card on the counter. Put it away and use it on another occasion. Do not, as so many do, carelessly brush it aside. If a few coppers were piled up on the counter, no one would be inclined to brush them into the waste basket. A color card is just as valuable and just as worthy of care.

NEW MANAGING DIRECTOR APPOINTED.

At the annual meeting of the directors of Benjamin Moore & Co., held at their office, Toronto, on November 23rd, Fred Moore was appointed managing director and treasurer, to succeed F. C. Surbeck, who has been transferred to the head office of the parent company at Brooklyn, N.Y.

Fred Moore, who now assumes the direction of the company's business, has a wide connection in the Canadian paint trade. For the past two years he has been calling on the jobbing houses, and on the general trade in some of the larger cities, such as Toronto, Montreal, Quebec and St. John. Mr. Moore met with remarkable success as a salesman, and his capacity for making friends and holding them, will prove a valuable asset to him, in his new responsibilities.

The Proper Use of Advertising Matter

Dealers Should Utilize the Printed Lithographs Supplied by the Manufacturers—Some Uses to Which They Can be Put—Care Should be Taken of Color Cards.

Does the retail paint dealer make full use of the advertising matter supplied by the manufacturers?

This is a question which retailers might seriously consider. Some dealers make good use of the handsome lithographs and color cards supplied in liberal measure by the makers of paint and varnish. But others make no use whatever.

Colored prints can be used in various ways. Placed along the walls or above the shelving, they serve to brighten up the store, as well as to call attention to the paint stock. They come in handy for a background in arranging paint window displays. When the paint stock is placed near the rear of the store, the presence of lithographs at the front, serves to keep customers in mind of their requirements in that line.

A great many dealers utterly neglect, however, to make any use whatever of the advertising matter they receive. It is allowed to collect in a dusty pile under some counter or, perhaps, is consigned summarily to the oblivion of the

waste basket. It is unfortunate that so many dealers still adopt this careless and unprogressive attitude. The lithographs were prepared with much trouble and expense. They were designed with a view to assisting the retailer, and through him the manufacturer. Under the circumstances, the dealer should endeavor to make the best use of them. Self interest alone should be sufficient to prompt action in this matter.

Care of Color Cards.

Equal consideration should be given to the matter of color cards. Every manufacturer spends a considerable sum each year in the production and distribution of color cards. It has been estimated that each card costs from 2 to 5 cents; it is not difficult to see, therefore, that the total expenditure under this head is quite heavy.

Color cards can be used very advantageously in securing paint sales. Some dealers always keep a neat little pile on a front counter and hand them out to customers who profess to be interested in paint. Some send them out wrapped up in each parcel; but this is rather

Wise Dealers Handle the ML Line Because They are Honest Goods That Build Trade.

ML Paints—make good because they are made good—there's 19 years of practical experience mixed into them. ML Paints defy weather and last, and last, and last!

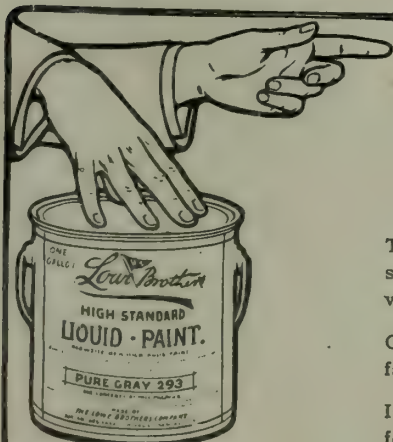
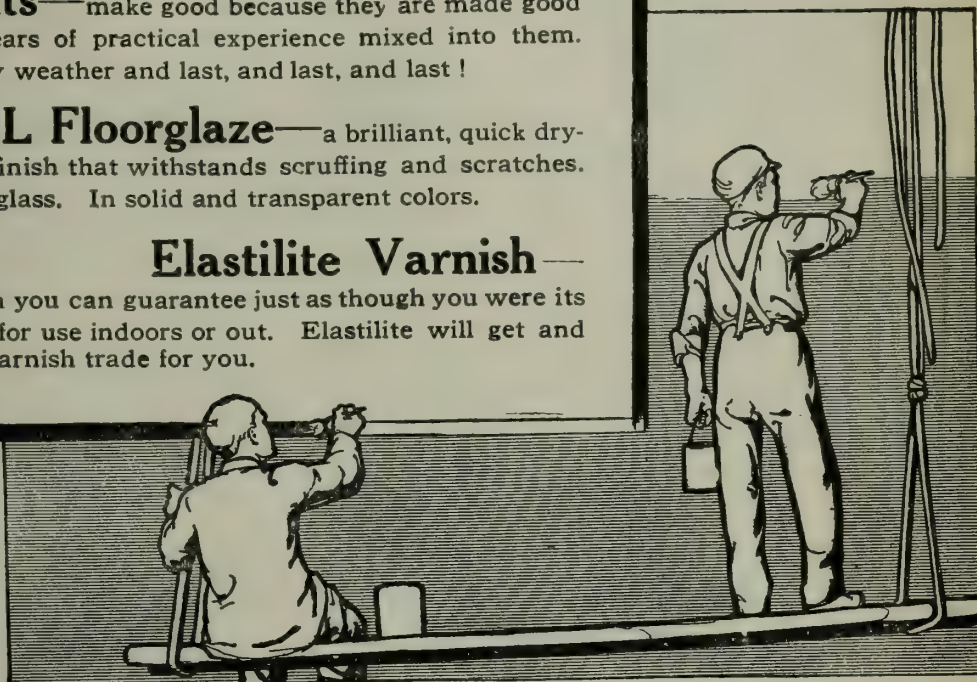
ML Floorglaze—a brilliant, quick drying, flint hard finish that withstands scruffing and scratches. Washable like glass. In solid and transparent colors.

Elastilite Varnish—the one varnish you can guarantee just as though you were its maker. Good for use indoors or out. Elastilite will get and hold the best varnish trade for you.

SAMPLES FROM

The Imperial Varnish & Color Co., Limited,

6-24 Morse St., Toronto
108 Princess St., Winnipeg
524 Beatty St., Vancouver



WHAT WILL IT DO?

That is the vital thing to know about paint, and the only true measure of paint value. It is not so much how quality is arrived at, but is it there?—covering power, spreading capacity, wearing quality.

One gallon like another, each brushful like the last, this year, next year and the after years—failing gradually and evenly, leaving a smooth, clean surface for repainting.

Isn't it reasonable to suppose—but we won't suppose anything. We have been making paint for fifty years and the "High Standard" Paint of to-day is the result—it is a concrete example of brains—work—and money focused on one idea—that of making paint that will give best results.

Comparisons constitute the only real method of showing the superiority of one line over another. No one who has anything to lose invites comparisons. One who has everything to gain invites them persistently. We invite your comparison.

Are you willing to be shown?



TORONTO

DAYTON NEW YORK BOSTON

CHICAGO

KANSAS CITY

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Dec. 7.—The dull season in this line has now set in. This does not mean that time is hanging heavy on the hands of manufacturers, but that they are having a respite from selling, which enables them to devote more time to the work of producing, and even to proceed with the necessary task of taking stock. A decrease in activity is not to be much lamented, for it is generally stated that the season has been a decidedly satisfactory one, and that orders have been better than usual despite the higher prices.

There have been no changes in price during the week. Linseed oil remains at the lower figure struck last week. Turpentine, too, continues steady, while white lead has not advanced.

White Lead.—It is generally conceded that there will be no advance in prices until pig lead goes up again. Pig lead, at present, does not show any great upward tendency. During the week, in fact, the product dropped half a crown on the primary market. The old level was quickly regained, however, so prices have remained steady. The supply, too, is considerably better than it was a little time ago.

While the margin of profit on white lead has for years been exceedingly low, it does not appear likely that the manufacturers will increase the price just now. As a matter of fact this would hardly be worth while, for the ordering is small indeed.

The prices now given are:—In one ton lots, \$6.60 per cwt.; five ton lots and upward, \$6.45; for shipments of less than a ton, \$6.75, f.o.b. Montreal.

Putty.—Ordering in this line is of small consequence at present. Many dealers got in good supplies before navigation closed. Those who did not avail themselves of the cheap transportation are ordering merely what they must have. There is not a great retail demand at the present time.

Linseed Oil.—Quietness is the outstanding feature of the market this week, if quietness may properly be called a feature. Prices remain as last week, but the orders being received are even smaller. There is no desire on the part of users, apparently, to stock largely. They are buying what they need barrel at a time.

The future of oil is somewhat uncertain just now. Canada has to get a part of her supply from England, and the Plata crop provides the seed for that. The exact condition of affairs, therefore, will not be known until the Plata crop is harvested. "A bull card," remarked one paint manufacturer,

"would be to say that the Plata flax had been badly frost bitten. I would not be surprised to see such a rumor sent out, but if it is I for one will not take it seriously. The crop, I believe, will be good."

That will mean a lower price for linseed, yet the very demand which this may create may raise the price again.

Glass.—While the great majority of buildings are now closed in, there are yet good orders being received for glass. Windows will break, and merchants must be ready to supply the means of repairing these. So those whose supply is low are sending in orders. "The demand this fall has been remarkable," stated one handler. "We are out of some sizes already, though we bought heavily."

Prepared Paints.—There is little activity in this line just now. A few sorting orders are being received, and there is a fair call for varnishes and other lines suitable for brightening up the interiors of houses. But generally it is an off season.

Petroleum.—The rush preceding the close of navigation has terminated, yet good sized orders continue to come in. Dealers must not allow their supply of oil to fall low at this season. Electric lights may have cut down the consumption in some districts, but the popularity of oil heaters seems to have more than made up for this.

Turpentine.—Still the supply in Savannah is more than sufficient for the needs, so there is no reason to change prices. The figure now set is low enough, and as a matter of fact it doesn't much matter what the price is, as but little buying is taking place.

TORONTO.

Toronto, Dec. 8.—Jobbers and manufacturers report that business is still fairly active, although there are signs of an almost immediate slackening. Mail orders are falling off and this is accepted as evidence that the mid-season dullness is at hand. In some lines, however, there should be a good demand for some time yet.

Linseed Oil.—The situation is rather peculiar. A reduction of 6 cents has been made; the present quotations being 86 cents for raw and 89 for boiled. This very considerable cut has been made in anticipation of lower prices for oil from the new seed; the purpose having been to stimulate the trade and to give buyers, who are prepared to lay in a stock for the future, some inducement to place their orders. The reduction is cited as quite extraordinary under all the circumstances. To meet present figures, some of the jobbers will have to sell oil for less than cost.

The demand at present is rather better than usual at this season of the year.

Turpentine.—At last the tide has turned. After dropping, dropping, dropping, for the past six months or so, turpentine seems to have struck the lowest level and started on the upward path. There has been a material reduction in the quantity of turpentine coming forward in the southern states, and the market has responded with some promptitude. There has been a steady upward trend noticed on the Savannah and Jacksonville markets. The price has stiffened locally and 68 cents per gallon is now asked. This means an advance of 3 cents, which is very moderate in view of the fact that the cost of carloads arriving in Toronto has advanced in heavier proportion.

Rosins.—Very little change is noticed. The price has advanced from 2½ to 5 cents per barrel at the shipping points, but this does not affect the price here to any extent.

White Lead.—Rumors are still current that white lead is bound to advance again, although there has been nothing to confirm the statement. It seems not only possible, but highly probable, that such will ultimately result. The price of white lead is not now as high in proportion as pig lead, and there does not seem to be much hope of a weakening on the lead market. There is a fairly good demand still. A good many dealers are buying in the expectation of another advance.

Glass.—There is not a serious abatement in the demand, but the volume of business being done is somewhat smaller, except in the lines where the shortage has been felt chiefly. Double diamond is still hard to obtain. Persistent predictions are made that another increase will come before the end of the year. In the meantime, prices are firm.

Putty.—The price of putty remains the same, although it has been customary for an advance to be made with the close of navigation. The fact that putty has not gone down in price with oil, is given as the reason for the failure to advance it now to cover the increased transportation costs. Standard putty is quoted as follows: Bulk, in casks, \$2.20; in 100-lb. drums, \$2.25; in 25-lb. drums, \$2.65; bladder, in barrels, \$2.75. Pure putty prices remain the same: Bulk, in casks, \$2.50; in 100-lb. drums, \$2.80; in 25-lb. drums, \$2.90; bladder in barrels, \$3.

Prepared Paints.—The demand for immediate shipment has fallen off very considerably. It is said, however, that quite a little booking is being done for next year.

Varnishes and Japans.—There has been a good seasonable demand. Some spring bookings have been made.

B-H "ENGLISH" PAINT



The Dealer Knows What He is Selling.

The Guarantee Formula on every can of B-H "ENGLISH" PAINT answers every question.

You can offer your Trade a paint that is absolutely pure—paint made with 70% Pure White Lead, 30% Pure White Zinc, thinned ready for use with Pure Linseed Oil, Turpentine and Dryer.

Now, isn't this just the kind of Paint you would feel safe in using on your own house—then don't you see how much easier it would be to sell more Paint than you ever sold before?

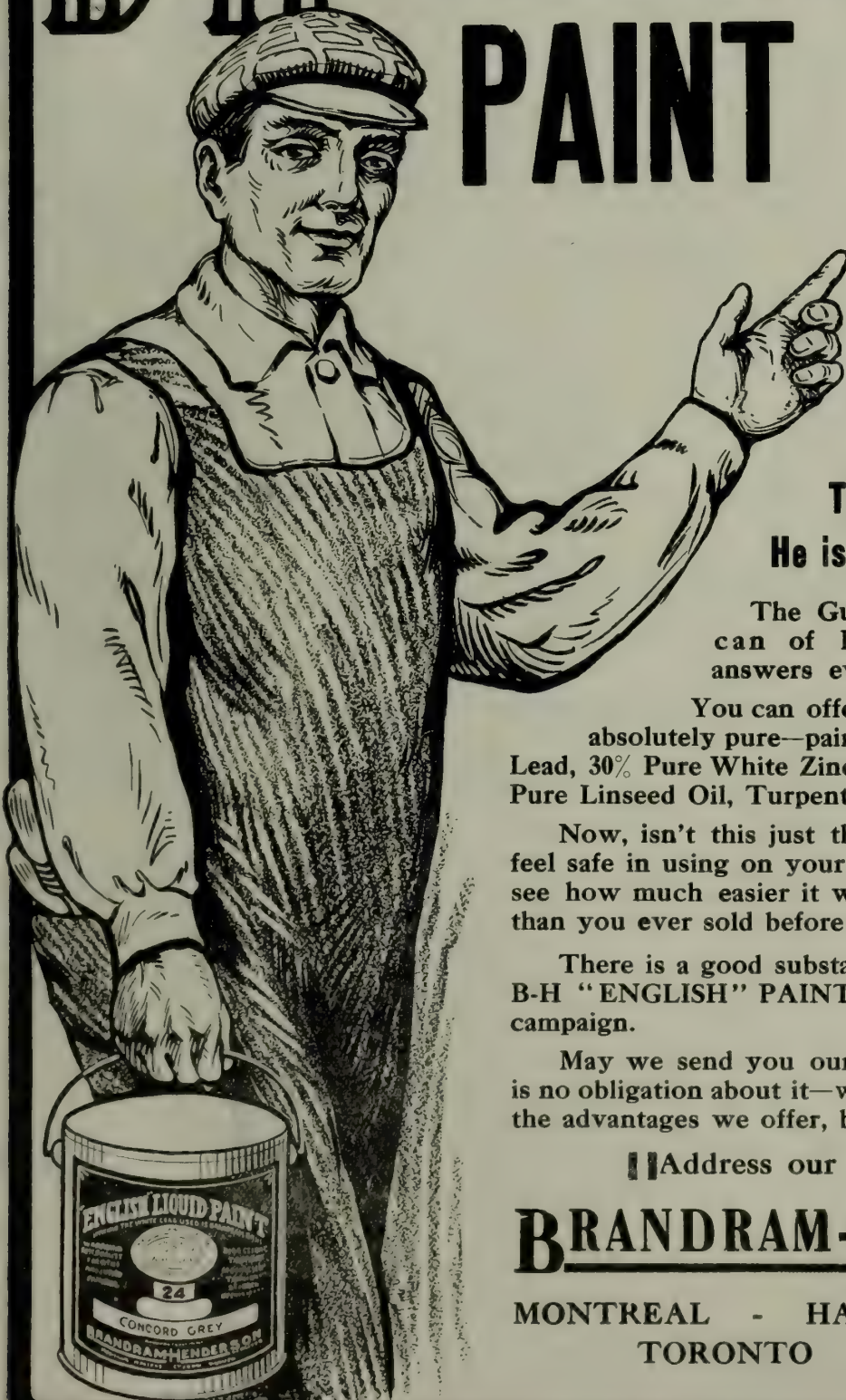
There is a good substantial profit for the Dealer in B-H "ENGLISH" PAINT—and a strong advertising campaign.

May we send you our Agency Proposition—there is no obligation about it—we simply want you to know the advantages we offer, before you buy paint.

Address our nearest office.

BRANDRAM-HENDERSON LIMITED

MONTREAL - HALIFAX - ST. JOHN
 TORONTO - WINNIPEG



CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c; Imperial tough, 50c; White Brass, 48c; Metallic, 45c; Special, 33c; Harris heavy pressure, 25c; Hercules, 20c; White bronze, 15c; Star frictionless, 10c; Alluminoid, 9c; Mogul, 6c; No. 3, 5c; No. 4, 6c, per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c; Superior, 45c; A Special, 35c; Hoo Hoo, 25c; "A," 20c; "B," 18c; "C," 15c; "D," 12c; No. 1, 10c; No. 2, 8c; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c

BOILER PLATES AND TUBES

Montreal Toronto	
Plates, $\frac{1}{2}$ to $\frac{1}{4}$ inch, per 100 lb.	2 20 2 20
Heads, per 100 lb.	2 45 2 45
Tank plates, 3-16 inch.	2 30 2 40
Tubes per 100 feet, $\frac{1}{4}$ inch.	9 50 9 00
" " " " 2 " "	8 25 8 50
" " " " 2 1/2 " "	10 50 10 00
" " " " 3 " "	12 00 12 10
" " " " 3 1/2 " "	15 00 15 30
" " " " 4 " "	19 25 19 45

BRASS.

Spring sheets, up to 20 gauge	0 21
Eddy, base $\frac{1}{2}$ to 1 inch, round	0 16
Tubing, seamless base, per lb.	0 18
Tubing, iron pipe size, 1 inch base.	0 21
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2
Jenkin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 55; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62 1/2 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62 1/2 p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.M. straightway and water gate valves, screwed and flanged, 62 1/2 and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations or application to Jenkins' Bros. Montreal

COPPER

Per 100 lb.	
Casting ingot.	14 00 14 25
Out lengths, round bars, $\frac{1}{2}$ to 2 in.	21 00
Plain sheets, 14 oz., 14x48, 14x60	23 00
Copper sheet, tinned, 14x60, 14 oz.	24 00
Copper sheet, planished, 14x60, base	31 00
Braziers, in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62 1/2 p.c.

IRON AND STEEL

In car lots.	
Montreal Toronto.	
Canadian foundry, No. 1.	19 50
" " " " No. 2.	19 00
Middlesboro, No. 3 pig iron.	18 00
Summerlee, No. 1	22 50
Carroll, special.	20 00
Carroll, soft.	19 75
Cleveland, No. 1	18 75
Clarence, No. 3	18 00
Jarrow.	17 75
Glenbrook.	22 50
Radnor, charcoal iron.	32 00
Ayresome, No. 3.	18 75
Ferro Nickel pig iron (Soo).	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh.	27 50
Angles.	2 50
Common bar, per 100 lb.	1 90
Forged iron " "	2 35
Reamed " "	2 15
Horseshoe iron " "	2 15
Mild steel.	1 95

Sleigh shoe steel.	1 90	2 15
Iron finish machinery steel (domestic).	1 95	2 15
Iron finish steel (foreign).	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Tire cast steel.	2 85	2 90
Tool steel.	0 07 1/2	0 08
Mining cast steel.	0 65	0 65
High speed.	0 50	
Capital tool steel.	0 15	
Osmell Laird.	0 08	
Black Diamond tool steel.	0 08	
Corona tool steel.	0 06 1/2	
Silver tool steel.	0 12 1/2	

COLD ROLLED SHAFTING	
2-16 to 11-16 inch.	0 06
1-16 to 3 " "	0 05 1/2
1-16 to 3 " "	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

Montreal Toronto	
10 gauge	2 30 2 50
12 " "	2 30 2 55
14 " "	2 20 2 35
16 " "	2 30 2 45
18 " "	2 20 2 45
20 " "	2 20 2 45
22 " "	2 25 2 55
24 " "	2 25 2 55
26 " "	2 35 2 65
28 " "	2 40 2 80

CANADA PLATES

Ordinary, 52 sheets.	2 90	2 90
All bright, 52 sheets.	3 70	4 00
Galvanized—Apollo D. Crown Ordinary		
18x24x52.	4 45	4 45
" " " " 60.	4 70	4 70
20x28x80.	8 90	8 90
" " " " 90.	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)	
22 gauge, per square.	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W.	Queen's	Fleur-de-Lis	Gordon	Gorbals
14-20.	3 60	3 35	3 60	3 60
22-24.	3 65	3 40	3 65	3 65
26.	4 05	3 80	4 05	4 05
28.	4 25	4 00	4 25	4 25
Colborne Crown—3.65, 3.70, 3.75, 4.00.				
Less than case lots 10 cents per hd. extra.				
"Comet" sheets—				
22.			3 65	
24.			3 70	
26.			3 75	
28.			4 00	

Apollo brand—

Montreal Toronto	
24 gauge, American	3 60 3 45
26 " "	3 85 3 50
28 " " (26 English).	4 10 3 95
10 1/2 oz., equal to 28 English	4 35 4 25

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
1 inch.	2 03	2 88
1 1/2 " "	2 03	2 86
2 " "	2 63	3 48
2 1/2 " "	3 04	4 19
3 " "	4 37	6 02
3 1/2 " "	5 96	8 21
4 " "	7 15	9 85
4 1/2 " "	9 18	12 78
5 " "	14 66	20 41
6 " "	19 25	26 81
8 " "	26 12	35 62
10 " "	29 70	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent.
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 and 10 p.c.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Montreal Toronto	
Heavy copper and wire, lb.	0 11
Light copper bottoms	0 09
Heavy red brass.	0 10
" " yellow brass	0 08
Light brass.	0 06
Tea lead.	0 02
Heavy lead.	0 02
Scrap zinc	0 03
No. 1 wrought iron	2 0

Machinery cast scrap, No. 1	16 00	14 50
Stove plate.	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers.	0 09	0 08 1/2

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 60	4 50
Imported pig, per 100 lb.....	4 85	4 60
Bar pig, per 100 lb.....	4 85	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 20	5 00
Sheets, 3 to 6 lb. ft.....	4 90	4 75
Cut sheets 4c. per lb. extra.		
Cut sheets to size, 4c. per lb. extra.		

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4c. per pound.
Traps and bends, 45 per cent.

SOLDER.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping.....	0 23	0 24

SHEET ZINC

5-owl. casks	8 25	8 00
Part casks	8 50	8 50

SPELTEL

Foreign, per 100 lb	7 25	7 25
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TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$47 50 46 00

Redipped Charcoal Plates—Tinned

Per box	
M.L.S. Famous (equal Bradley)	
I.C. 14x20 base.	\$7 00
I.X. 14x20 base.	8 25
I.X.X. 14x20 base.	9 50

Raven and Murex Grades—

I.C. 14x20 base.	5 00
I.X. 14x20 base.	6 00
I.X.X. 14x20 base.	7 00
I.X.X.X. 14x20 base.	8 00

"Dominion Crown Best"—Double.

Coated, Tissued.

I.C. 14x20 base.	7 00	7 00
I.X. 14x20 base.	8 25	8 25
I.X.X. 14x20 base.	9 50	9 50

"Allaway's Best"—Standard Quality.

I.C. 14x20 base.	4 50
I.X. 14x20 base.	5 25
I.X.X. 14x20 base.	6 00

Bright Cokes

Bessemer Steel—	
I.C. 14x20 base.	4 25
20x28, double box.	8 50

Charcoal Plates—Terns.

Dean or J. G. Grade—	
I.C. 28x28, 112 sheets	7 50
I.X. Tern Tin.	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs.	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 75	7 35
" " " " 26 " "		7 85

WIRE

ANNEALED OUT HAY BAILING WIRE.

No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.45 in case f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.55; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 38c; in 1/4-lb. hanks, 50c; packed in cases or cases, 15c; bagging or papering, 10c.

HAY WIRE IN COILS.

\$3.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.30; 10, \$2.80; 11, \$2.85; 12, \$2.45; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.

POULTRY NETTING.

3-in. mesh, 19 w. g., 60 and 2 1/2 p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, \$2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c. for coppering and \$2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25, packed in cases or cases 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in 1/2-lb. hanks 75c, in 1/4-lb. hanks \$1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb. 2 45
Galvanized, plain twist. 2 75
Car lots and less.
Dominion special field fencing, 3 3/4 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, 1/2 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 1/2 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.	2 85
Plain.	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins.	0 80	0 85
In barrels, 5-gal. tins.	0 80	0 85

RESIN

Per lb. 0 40

CHEMICALS

In cases per lb.

Sulphate of copper (bluestone).	0 07
Litharge, ground.	0 05
" Baked.	0 04
Green copperas (green vitrol).	0 01
Sugar of Lead.	0 09

COLORS IN OIL

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18



Increased Trade

Greater Profits

for Paint Dealers who secure the agency for

MINERVA

PAINTS AND PAINT SPECIALTIES

High Quality Products and forceful energetic selling helps make the

MINERVA PAINT PROPOSITION

a profit producer for aggressive dealers.

Write for particulars.

It will pay you.

PINCHIN-JOHNSON CO. (Canada), Limited

377-387 Carlaw Avenue.

TORONTO

(H. 71)



Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your small hardware department. It draws trade.

Why not investigate now and be ready for spring. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 Fraser Avenue

**Do you know any of
these Bowser users?**

Samuel Hobbs,
1434 Queen St. W.
Toronto

Geo. Ecclestone,
Bracebridge, Ont.

Manville Hardware
Company,
Prince Albert, Sask.

J. H. Ashdown,
Calgary, Alta.

Arthur Latham,
Moose Jaw, Sask.

Cochrane Hardware
Company
Toronto

Peart Bros.
Regina, Sask.

HARDWARE AND METAL

PLASTER OF PARIS		PLAIN, in bbls		BUILDING PAPER, ETC.		SAVETROUGHS.	
Per barrel	2 30	Gilders bolted in barrels	0 70	Tarred Slater's paper, per roll	0 75	1 inch, in 100 foot lengths	2 30
FINE TAR		GLIDERS		O. K. paper, No. 1, per roll	0 75	10 "	3 15
Half-pint tins, per dozen	0 80	HARDWARE		O. K. paper, No. 2, per roll	0 70	12 "	3 35
PUTTY.		ADAMS		Plain Fibre, No. 1, per 400 ft. roll	0 45	15 "	5 25
Standard	2 30	Carpenters', per doz.	12 50 14 00	Plain Fibre, No. 2	0 37	Add extra 10c. per 100 ft. O.G. Round Bead Trough.	
Bulk in casks	2 20	Plain ship,	18 90 22 00	Tarred Fibre, No. 1	0 35	FACTORY MILK CANS.	
100-lb. drums	2 55	AXES AND MACHETTES		Tarred Fibre Cyclone, 35 lb., per roll	0 55	Milk cans and pails, 40 p.c.	
Bladders in bbls	2 75	Single bit, per doz.	6 00 9 00	Dry Cyclone, 15 lbs.	0 45	Hand delivery and creamery cans, 40 p.c.	
RED DRY LEAD.		Double bit	10 00 12 00	Plain Surprise, per roll	0 40	Railroad and cream cans and taps, 45 p.c.	
Genuine, 500 lb. casks, per owt	4 75 4 75	Bench Axes	6 75 10 00	Rein sized Fibre, per roll	0 40	Creamery trimmings, 75 and 12 1/2 p.c.	
Genuine, 100 lb. kegs	5 25 5 25	Broad Axes	22 75 35 00	Asbestos building paper, per 100 lbs.	4 00	FAUCETS.	
No. 1, casks, per 100 lbs.	4 25 4 25	Hunters' Axes	5 00 6 00	Heavy straw, plain & tarred, per ton	37 50	Common, cork-lined, 35 per cent.	
No. 1, kegs, per 100 lbs.	4 75 4 75	Boys' Axes	5 75 6 50	Carpet felt, per 100 lbs.	3 50	FARRIER KNIVES	
SHINGLE STAINS.		Lathing hatchets	4 70 10 00	Tarred wood roofing felt, per 100 lb.	1 50	Buckworth, 50 p.c.	
In 5-gallon buckets	0 75	Shingle	1 45 6 75	Pitch, Boston or Sydney, per 100 lbs	0 70	FILES AND RASPS.	
TURPENTINE AND OIL.		Claw	1 70 5 00	Pitch, Scotch, per 100 lbs.	0 65	Dianston's	70 and 10
Can. Prime white petroleum gal	0 12	Barrell	5 50 6 85	Heavy Fibre, 3 1/2 & 60, per 100 lbs.	3 00	Great Western, American	70 and 10
U.S. Water white "	0 13 1/2	ANVILS		2 Ply Ready Roofing, per square	0 70	Kearney & Foot, Arcade	70 and 10
U.S. Pratt's astral "	0 15 1/2	Taylor-Forbes, prospectors	0 05 1/2	2 Ply complete, per roll	1 15	J. Barton Smith, Eagle	70 and 10
Oastor oil, per lb., in bbls.	0 08 0 09	Buckworth, per lb.	0 10 1/2	Liquid Roofing Cement, brls., per gal	0 15	McClellan, Globe	70 and 10
Motor Gasoline, single bbls.	0 17 1/2	AMMUNITION		Crude Coal Tar, per barrel	3 50	Black Diamond	60 and 10
Benzine, per gal single bbls	0 15 1/2	"Dominion" Rim Fire Cartridges and		Refined Coal Tar, per barrel	3 50	Delta Files	60 and 10
Pure Turpentine, single barrels	0 65 0 65	C.B. caps, 60, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and		Reinforced Coal Tar, per doz.	4 50	Nicholson	60 and 10
Wood Turpentine	0 60	2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and		Shingle varnish, per barrel	4 50	Jowett's (English)	27 1/2
Turpentine, second run	0 60	2 1/2 p.c.; Centre Fire Sporting and Military		Cape, per lb.	0 06	Spear & Jackson (English list)	85
Linseed Oil,	0 95 0 92	Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2		Nails, per lb.	0 05	FORGES	
"	0 98 0 95	Cartridges, discount same as ball cartridges,		Mop cotton, per lb.	0 15	Blacksmiths portable, 135 lbs.	3 30
Rosin, "G" grade, bbl. lots, 100 lbs.	3 25	f.o.b. any lobbing point east of Manitoba.		BUTTS.		GALVANIZED WARE	
VARNISHES.		Net 30 days.		Plated, bower barff & nickel, No. 241, 45 p.		Dufferin pattern pails, 50 per cent	
Carriage, No. 1.	Per gal. cans.	"Crown" Black Powder, 30 and 10 p.c.;		Wrought brass, 45 p.c. off revised list		Flaring pattern, 50 per cent	
Pale durable body	1 50	"Sovereign" Bulk Smokeless Powder, 30 and		Cast iron loose pin, 60 p.c.		Galvanized washbuds, 45 per cent	
" hard rubbing	3 50	10 p.c.; "Regal" Dense Smokeless Powder, 30		Wrought steel flat joint an' loose pin, 70 p.c.		Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Finest elastic gearing	3 00	and 10 p.c.; "Imperial" Shells, both Bulk and		Crescent brands, 70 per cent		Smaller sizes extra.	
Elastic oak	1 50	Dense Smokeless Powder, 30 and 10 p.c.		CEMENT AND FIREBRICK		HAMMERS.	
Furniture, polishing	3 00	Empty Shells, 30 and 10 p.c. 90 days net.		Canadian Portland, bags per bbl	1 55 1 70	Tack, iron, doz.	0 35
Furniture, extra	1 20	Ordinary drop shot, AAA to dust \$7.50 per		White Bros. English	2 00 2 05	Ladies claw, handled, doz.	0 60
" No. 1.	0 95	100 lbs. Discount 25 per cent; cash discount,		" Lafarge " cement in wood	3 40	Adze eye nail hammer, 10 oz. doz.	1 25
" union	0 95	2 per cent, 30 days; net extras as follows		Fire brick, Scotch, per 1,000	23 00 28 00	" hickory handle, 1 lb. doz.	6 25
Light oil finish	1 25	subject to cash discount only; Oblited, 40 p.c;		" English	17 00 21 00	" straight claw, 1 lb. doz.	7 00
Gold size japan	2 00	buck and seal, 80c.; No. 28 ball, \$1.20, per 100		" American, low	23 00 25 00	Farmers hammers, 10 oz. doz.	5 50
Turps brown japan	1 60	lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B.		" high	27 50 35 00	Tinner setting, 1 lb. doz.	4 50
No. 1 brown japan	1 10	Montreal, Toronto, Hamilton, London, St.		Fire clay (Scotch), net ton	5 50	Machinists,	3 30
Baking black japan	1 35	John and Halifax, freight equalized.		CHALK AND PENCILS		Sledge, Canadian, 5 lbs. and over	0 06
No. 1 black japan	0 95			arpenters' Colored, per gross..	0 65 0 80	Sledge, Canadian, 5 lbs. and over	0 06
Benzine black japan	0 75	Ford's auger bits.	30 and 10	" lead pencils, per grs	2 40 6 75	Sledge, Napping, up to 2 lbs.	0 09
Crystal Damar	2 50	Irwin's auger.	47 1/2	CHISELS.		HARVEST TOOLS.	
No. 1	2 25	Gilmour's auger.	60	Cold chisels, 5 x 6 in., doz.	2 20	Sidewalk and stable scrapers, net, \$2.25.	
Pure asphaltum	1 40	Rockford auger.	50 and 10	Bevel edge, 1 inch, doz.	2 50	Wood hay rakes, 40 and 10 per cent.	
Oleothol	1 50	Gilmour's car.	47 1/2	CHAIN		Lawn rakes, net.	
Lighting dryer	0 85	Clark's expansive.	40	Proof coil, per 100 lb., 1/2 in., \$6.00; 5-16 in.,		HALTERS (SNAP AND RING)	
Washlite varnish	0 25	Jennings' Gen. auger, net list.		\$4.85; 1 in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75;		Jute Rope, 1/2 inch, per gross	8 00
Copalline varnish	2 25	BARN DOOR HANGERS.		9-16 in., \$3.70; 1 in., \$3.65; 1 1/2 in., \$3.60; 1 in.,		" 3/4 " " " " "	10 50
Granite floor finish	2 25	Stearns wood track	4 50 6 00	\$3.45; 1 in., \$3.40.		" 1/2 " " " " "	13 50
Jamieson's floor enamel	1 75	Zenith	9 00	CHURN.		Leather, 1-inch " " " " "	4 00
sherwin-Williams kopai varnish	4 50	Atlas, steel covered.	5 00 6 00	Stall fixtures, 35; trace chain, 45; jack chain,		Leather, 1 1/2 " " " " "	5 25
Canada Paint Co's sun varnish	2 25	Perfect	8 00 11 00	50; jack chain, brass, 50; cow ties, 40;		Web	2 45
" Kyanise " Interior Finish.	3 40	New Milo, flexible.	6 00	halter chains 50 and 5; tie outs, 75; coil		SISAL HALTERS (SNAP AND RING)	
" Flint-Lac " coach	1 80	Double strap hangers, doz. sets	6 50	chain, 50 and 5; hammock chains, galvanized,		1/2 in. \$9.00; 7-16 in. \$10.20; 1 in. \$11.40;	
B.H. Co's " Gold Medal " in cases	2 50	Standard jointed hangers,	6 45	50 and 5; 5; hammock chains, galvanized,		9-16 in. \$13.20; 1 in. \$15.00.	
Flatline floor finish	3 00	Steel King hangers	6 40	50 and 5; 5; hammock chains, galvanized,		HINGES	
Elastic exterior finish	8 00	Storm King and safety hangers	6 25	No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3,		Blind, discount 50 per cent.	
Stovepipe varnish, 1 pint, per gross	8 00	Storm King rail	4 25	\$11; No. 4, \$13; No. 5, \$18; f.o.b. Toronto		Heavy T and strap, 4 in 100 lb. net..	7 25
Pure white shellac varnish, in barrels	1 75	Crown	4 85	Hamilton, London and St. Marys, 40		" 5-in. " " " "	7 00
Pure orange	1 61	Crescent	6 50	per cent; f.o.b. Ottawa, Kingston and		" 6-in. " " " "	6 75
No. 1 orange	1 30	Sovereign	7 25	Montreal, 37 1/2 and 10 per cent.		" 8-in. " " " "	6 50
WINDOW GLASS		Chicago Friction, Oscillating and Big Twin		CLAMPS		Light T and strap, discount 65 p.c.	
Size United	Double	Hangers, 5 per cent.		malleable swivel head, 4 in.	2 50	Screw hook and hinge—	
Inches.	Star	Steel, track, 1 x 3-16 in. (100 ft.)	3 25	" adjustable, 4 in.	7 60	under 12 in. per 100 lb.	4 00
Under 26	\$4 25	BARN DOOR LATCHES		Carpenters, 3 feet.....	3 80	over 12 in.	3 50
26 to 40	6 75	Challenge, dozen.....	2 25	CONDUCTOR PIPE.		Orate hinges and back flaps, 65 and 5 p.c.	
41 to 50	4 65	Defiance, dozen.....	2 75	2 inch, in 10 foot lengths.....	3 30	Chest hinges and hinge hasps, 65 p.c.	
51 to 60	5 35	Gemf dozen.....	7 50	3 " " " " " " " "	4 00	HINGES (SPRING)	
61 to 70	6 75	BELLS		4 " " " " " " " "	5 25	Spring, per gross—No. 5, \$16.10; No. 10,	
71 to 80	6 35	Door bells, push and turn, 45 and 10 p.c.		5 " " " " " " " "	7 25	\$16.10; No. 20, \$35.50; No. 50, \$17.58; No.	
81 to 85	7 00	Cow bells, 65 p.c.		6 " " " " " " " "	7 80	51, \$7.75; No. 120, \$16.10.	
86 to 90	15 00	Sleigh bells, shaft and hames, pair, 22c up.		COTTER PINS		Screen door sets—No. 2250, \$14.35; No. 2360,	
91 to 95	17 50	Sleigh bells, body straps, each, \$1.15 up.		Otter pins, 80 p.c. Montreal		\$19.55; No. 2275, \$21.85; No. 1192, \$19.65.	
96 to 100	20 50	Farm bells, No. 1, \$1.65.		COPPER AND NICKEL WARE.		Chicago holer, back screen door, iron, gro. \$11.	
Toronto, 30 p.c. to 80 and 5 p.c.		BELTING.		Copper boilers, kettles, 50 p.c.		Chicago spring hinges, 40 p.c.	
WHITE LEAD GROUND IN OIL. Per 100 lb		Extra, 60, 10 and 10 per cent.		Copper tea and coffee pots, 45 p.c.		Triplex spring hinges, 40 p.c.	
Monro's Select Flake White.	6 90	Standard, 60, 10, 10 and 10 per cent.		Copper pitta, 30 per cent.		Chicago surface floor (6,000), 45 p.c.	
Elephant Genuine	6 90	No. 1, not wider than 6 in., 60, 10, 10 and 10		Foundry goods, hollow ware, 45 p.c.		Garden City fire house hinges, 12 1/2 p.c.	
Moore's Pure White Lead.	6 90	Agricultural, not wider than 6 in., 75 per cent		DOOR KNOBS		" Chief " floor hinge, 50 p.c.	
Idly Pure	6 30 6 90	Lace leather, per side, 80c.; cut laces, 85c.		Canadian knobs, 45 and 10 per cent.		HOOKS	
Tiger Pure	6 30 6 65	BIRD CAGES.		Porcelain, mineral and jet knobs, net list.		Wrought iron hooks and staples—	
Monarch (Window).	6 50	Brass and Japanned, 40 p.c.		DOOR SETS.		1/2 x 5..... per gross	3 25
Essex Genuine (Window).	6 90	Bolts and nuts		Canadian, 45 and 10 per cent.		5-16 x 5.....	3 40
Brandram's B.B. Genuine	7 75 7 95	Carriage Bolts, common new \$1 list	Per cent	Door pulls, 60 per cent.		Bright wire screw eyes, 60 p.c.	
Anchor pure	6 50 6 90	" " " and smaller.	70	DOOR HANGERS (PARLOR)		Bright steel gate hooks and staples	
Barnay's Pure Lead	6 30 6 90	" " " 7-16 and up....		Single sets, each (Easy brand).....	1 80	Iron screw hooks, 60 and 20 p.c.	
Barnay's Exterior	6 80 6 90	" " " Norway Iron (\$3	50	Double sets, each	3 25	Iron gate hooks and eyes 60 and 20 p.c.	
C.P. Co's Decorators' Pure	6 30 6 90	list)	60	Unbreakable rail, 100 feet.....	5 08	Crescent hat and coat wire, 60 per cent.	
Crown and Anchor, pure	6 50 6 65	Machine Bolts, 1/2 and less	80, 10 & 10	DOOR SPRINGS		Store pipe eyes, kitchen and square hooks	
Island Cit. Decorators' Pure.	6 50 6 65	Machine Bolts, 7-16 and up	60	Chicago (coil), 25 per cent.		60 p.c.	
Western Schedule.		Plough Bolts.....	55, 5 & 10	Reliance (coil), 20 per cent.		HORSE NAILS.	
Terms—2 p.c. 30 days or net. 3 months from		Blank Bolts.....	60	DRAW KNIVES.		M.R.M. cold forged process, list 3rd January,	
date of shipment. Packages 25 lbs. and over.		Bolt Ends.....	60	Carpenters 6 inch, doz.....	5 35	1910, \$2.80 per box base No. 9 and larger.	
Mail, kegs, 15c per 100 lbs. lower. Delivery—		Sleigh Shoe Bolts, 1/2 and less.	80 and 10	Folding handles, 8 inch, doz.....	1 80	Caswell brand, quotations on application.	
F.O.B. Toronto or Hamilton; London, 5c per		Sleigh Shoe Bolts, 7-16 & larger	55 and 05	DRILLS.		HORSESHOES.	
100 lbs. extra. Contracts as required until		Cosack Sorews, new list.....	7	Bit stock drills, 4-33 in., doz.....		Iron shoes, light, medium and heavy, No.	
15th May, 1911.		Nuts, square, all sizes, 4 1/2c per lb. off.		SCOUTERHOON PINS		2 and larger, \$3.90; No. 1 and smaller, \$4.15;	
WHITE SING (DAY).		Nuts, hexagon, all sizes, 4 1/2c per lb. off.		Steel, discount 50 per cent.		snow pattern, No. 2 and larger, \$4.15; No.	
Extra Red Seal, V.M.....	0 07 1/2	Store rods, per lb., 5 1/2 to 6c.		Brass, 55 per cent.		1 and smaller, \$4.40; " X.L " steel shoes, new	
WHITE SING IN OIL.		Store Rods 80.		HORSE WRIGHTS.		light pattern, 1 to 6; No. 2 and larger, \$4.35;	
Pure, in 25-lb. boxes	6 10	BOLTS AND NUTS		Taylor-Forbes, 40c.		1 and smaller, \$4.60; " X.L " steel shoes	
No. 1 " "	5 07	Carriage Bolts, common new \$1 list		ICE CREAM FREEZERS		" Sharp " No. 1 and smaller, \$1.75; No. 2 and	
No. 2 " "	0 04 1/2	" " " and smaller.		WHITE MOUNTAIN, 5 c. per lb.		larger, \$1.60 per box. Put up in 25-lb. boxes.	



Amatite ROOFING

Mineral Surfaced--- Needs No Painting

Everything about Amatite appeals to the man with common sense. He can see its superiority at once—the real mineral surface *which never needs painting*; the two layers of Pitch which is the greatest waterproofing material known; the two layers of heavy Tarred Felt—all these contribute to the popularity of Amatite.

We can make Amatite better and cheaper than anyone else on account of our greater facilities, and consequently we sell it at a surprisingly low figure.

Simply the fact that it needs no painting is enough to make a man sit up and take notice—especially the man who has spent time and money in painting and repainting smooth surfaced roofings. Every dealer should push it.

THE PATERSON MANUFACTURING CO., Limited

MONTREAL

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WINNIPEG

VANCOUVER

ST. JOHN, N.B.

HALIFAX, N.S.

WIRE BALE TIES



CROSSHEAD



SINGLE LOOP

Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is a line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order---we guarantee to satisfy. We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.

RED

S

BRAND
WINDOW
GLASSGLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

Works, DON SPEEDWAY

TORONTO

The High Quality of Our HEINISCH TINNER SNIPS

has made them the tinner's favorites. This quality is due to the great care taken in selecting materials and the tempering which is done by experts.

The "Vulcan" Snip is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.

Recommend them to your customers—we guarantee the highest satisfaction. Get them from your jobber.

The
"VULCAN"



R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TAILORS'
SHEARS

TRIMMERS
SCISSORS

HARDWARE AND METAL

KNIVES.
May knives, net list.
Clausen, 50 and 25 per cent.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.
Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 80
Potato mashers, wire, per doz. 0 60 0 70
" wood " 0 50 0 80
Vegetable slicers, per doz. 3 25
Universal meat chopper, No. 1. 1 15
Enterprise chopper, each 1 80
Spiders and fry pans, 50 and 5 p.c.
Star Al chopper 5 to 32 1 35 4 10
" 100 to 108. 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS.
3 to 5 feet, 12c. per foot; 7 to 1 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 5 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN HOSE.
Competition grade lawn hose, 70 and 5.

LAWN MOWERS.
Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., \$5.10; 9-in. wheel, 3 knives, 12 in., \$6.75; 9-in. wheel, 5 knives, 12 in., \$7.75; 10-in. wheel, 4 knives, 12 in., \$8.50; 10-in. wheel, 4 knives, 12 in., ball bearing, \$10.00; 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., \$5.10; do, 4 knives, \$6.25; 9-inch wheel, 3 knives, 12 in. sizes, \$6.75; do, 4 knives, \$7.25; 10-inch wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing do, \$10; do, 5 knives, \$10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.
Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES.
Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25
Axe wedges, dozen 0 45
Ball and heel calks 4 00 4 25

MAHLETS.
Tinmiths', 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 35
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz. 15 00

MATS.
Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.
Tandem metal polish paste 6 00
Aloxine brass cleaner, 100 in package 6 50

MINERS SUPPLIES.
Mattocks, 6 lb., 18 ch., \$6 dozen
Pick handles, 4.85 doz.
Pick handles, 1.85 dozen.
Prospectors' hammers, 18¢ cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 2¢ cents per lb.

MOPS AND IRONING BOARDS.
Mops, per doz. 1 30 1 50
Folding ironing boards 16 25 18 00

NAILS.
Wire
1-1½ inch 3 35
1½ inch 3 00
1-1½ inch 2 75
2-2½ inch 2 65
2-2½ inch 2 50
2-2½ inch 2 45
2-2½ inch 2 40
2-2½ inch (base) 2 35
Out nails—Montreal, \$2.40; Toronto, \$2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 35¢ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

PAVING.
Plumbers' per 100 lb. 4 50

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Eino and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS.
Hollowware, 40 per cent discount
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Single" and "Alaska" Nevada silver flatware, 42 p.c.

PITCHED WARE.
Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
5, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitta, 35 p.c.

PLANES.
Wood bench, Canadian, 40, American, 35 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.
Butt's genuine, 37½ to 40 per cent.

PLOUGH LINES.
Russian snap per gross 30 00
Indian snap " 25 00

PUMPS.
Berg's wing pump, 75 per cent.
RAMMERS.
Boker's "King Cutter" per doz. 7 50 11 00
Henckels " " 1 50 20 00
Clausen automatic safety " 37 00
Clausen perfect stropper " 16 00
Gillette Safety, each 3 75
Clausen Razors and Strops, 50 per cent.
Ever Ready Safety " 9 00

ROPE AND TWINE.
Steel rope 0 08
Pure Manila rope 0 10
" British " Manila " 0 08
Cotton, 3-16 inch and larger 0 24
Russia Deep Sea line, ½ in. diam. and over, 15¢; under ½ in., 16¢.
Jute, ½ and upwards, 9¢; under ½, 9½¢.
Lath yarn, single 0 08
Lath yarn, double 0 15
Sisal bed cord, 48 feet, per dozen 0 65
Sisal bed cord, 51 feet, per dozen 0 80
Sisal bed cord, 72 feet, per dozen 0 95
Cotton clothes line, 27½ off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine 0 26
" 4-ply twine 0 30
Mattress twine, per lb. 0 45
Staging " 0 35

REFRIGERATORS.
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12½ per cent.
Copper Burs only, 22½ p.c.
Extras on Coppered Rivets, 4-lb. packages 1c. per lb.; 4-lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET NUTS.
Canadian, 35 to 37½ per cent.
RULES.
Boxwood, No. 68, 2 foot, doz. 1 15
" No. 1282, 2 foot, each 3 50

SAD IRONS.
Mrs. Potts, No. 55, polished, per set 0 80
" No. 50, nickel-plated, " 0 85
" handles, japanned, per gross 8 40
Common, plain, " 4 25
" plated " 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.
Sand and emery paper, 40 per cent

SASH WEIGHTS.
Sectional, 1 lb. each, per 100 lb. 2 25
Sectional, ½ lb. each, per 100 lb. 2 40
Solid, 3 to 30 lbs. 1 55

SASH COORD.
No. 8, per lb. 0 33

SAWS.
Athens Hand and Crosscut, 25 per cent.
Dillon's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.
Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80
Common doors or 3 panel, grained only, 4-in. style 8 10
Beaver window screens, 14x18, open 28½ inches 1 60
Perfection window screens, 14x18, open 22½ inches 1 80
Model window screens, 14x22, open 36½ inches 2 25

SCALES.
Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne—Imperial Standard, 35; Weight Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weight Beams, 30.

SOUTHE SNATHS.
Canadian, 40 per cent.

SCREWS.
Wood F.H., bright and steel 85 and 10
" R.H., bright 80 and 10
" F.H., brass 75 and 10
" R.H., brass 70 and 10
" R.H., bronze 70 and 10
" R.H., bronze 65 and 10

Drive screws 85 and 10
Set, case hardened 60
Square cap 50 and 05
Hexagon cap 45
Bench, wood, per doz. \$5 00
" iron, per doz. 4 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 35 per cent.

SCREW DRIVERS.
Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per dozen 16 80

SCISSORS AND SHEARS.
Clausen, nickel scissors and shears, 50; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS.
No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.
Star skates, 37½ per cent.
Boker, hockey 30c. upwards; springs, Empire hockey sticks, \$3.00, \$3.50.
Micmac and Rex sticks, \$4.00, \$6.00
Pucks, net, \$1.50.

SHOVELS AND SPADES.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.
Dillon's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. \$2 85

SNAPS.
Harness, 25 per cent.

SOLDERING IRONS.
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.
Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks " 8 00

STAPLES.
Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 6 75
Blind, per lb. 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.
Dennis Wire & Iron Co's, 35 p.c.

STOVE BOARDS.
Lithographed, 60 and 10

STOVEPIPES.
5 and 6 inch, per 100 lengths 7 62
7 inch " 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.
5 and 6-inch, common per doz. 1 22
7-inch " 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.
No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHES.
Washita per lb. 0 25 0 37
Hindustan " 0 06 0 10
" slip " 0 18 0 20
" Axe " 0 10 0 10
Deer Creek " 0 10 0 10
Deer Creek " 0 15 0 15
Lily white " 0 15 0 15
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe per gross 3 50 5 00

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 30; brush, blued and tinned, bulk, 70 and 10; Swedes, gim, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50;

trunk nails, black, 60 and 10; trunk nails, tin and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc gaziers' points, 5; double pointed tacks, papers, 30 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 37½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.
Universal, ass skin, No. 714, 66 ft., doz. 3 90
Lufkins, linen, No. 404, 66 ft., each 0 94
" steel, No. 264, 66 ft., each 2 50
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallo, No. 183 " 1 50
" Steel, No. 1840, 50 feet 4 30

TROWELS.
Dillon's, 10 per cent.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAMB).
Newhouse, 30 per cent.
H. Wiley & Norton, 40, 10 and 5 per cent.
Vistor, 60 and 5 per cent.
Oneida Jump (Star), 60, 10 and 5 per cent.

TRAPS (RAT AND MOUSE).
Out O' Sight Mouse Traps 60
" Rat Traps 1 30
Easy Set Mouse 0 45
" Rat 0 65
Blizzard Mouse Traps 0 45
" Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 35
Hold-Fast (formerly Devil) Rat Traps 0 30
5-Hole Tin Chokers 0 80

VISES.
Per pound 0 12 0 12
Hinged pipe vise, 25 lbs. 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.
New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 80
Downsall 52 50
New Century, Style A. 101 25
Ideal Power 180 00
Daisy 73 25
Stephenson 74 00
Furman Motor 165 00
Connor, improved 52 60
Ottawa 55 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer 180 00
20 per cent.

WRINGERS.
Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 44 75
Bicycle, 11 inch 60 50
Trojan, 12 inch 100 00
Challenge, 3 year, 11 inch 53 25
Ottawa, 3 year, 11 inch 58 25
Favorite, 5 year, 11 inch 61 75
20 per cent.

WHEELBARROWS.
Navy, steel wheel, dozen 21 30
Garden, steel wheel, dozen 33 40

WHIFFLETREES.
Tubular steel whiffletrees, 28 in. 0 70
" " 34 in. 1 00
" " 36 in. 1 25
" " neckyokes, 35 in. 1 05
" " doubletrees, 40 in. 0 95
" " lumbermens, 44 in. 1 15

WOOD HANDLES.
Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 36, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WAGGERS.
Agricultural, 67½ p.c.

WROUGHT IRON WAGGERS.
Canadian 50 per cent.

PAINT PAINT PAINT



Let the paint business have more of your attention. It deserves it. It pays. It has risen from the ranks of luxury to ranks of necessity — the greatest rank of all to the salesman. A man might as well build these days without a chimney as build without paint. Indeed, a barn may be built without a chimney but it does not amount to much without paint. What about it then? Just this: The paint business must be done with the right paint to paint right. You find this in Ramsays Paints. It must be done with paints at the proper price. You find this in Ramsays Paints. All the features to build up a great big paint business are found in Ramsays Paints—quality, price, advertising, confidence. Look out for 1912. There will be a banner business. Let Ramsays Paints secure your share of the paint business. We are willing if you are.

A. RAMSAY & SON CO.
MONTREAL

Paint Makers since 1842

WESTERN DISTRIBUTORS

A. McBride & Co., Ltd., - Calgary
Revillon Bros., Ltd., - Edmonton
Bogardus-Wickens-Begg, Ltd., Vancouver



Trade Mark Reg'd 1877

"DOMINION"

"The Crown of Quality"

Galvanized Canada Plates

"DOMINION CROWN" work up quicker and easier than ordinary brands.

Have your jobber supply them

A. C. LESLIE & CO., LIMITED

MONTREAL

Stephens

HOUSE PAINTERS'

PERFECT

Yes, Yes, Mr. Dealer, this is the Lead that will fatten your income and enable you to procure the confidence of the public!



Our good reputation and guarantee stand behind every iron that leaves our factory. Do not hesitate about writing us for full information and proposition.

G. F. STEPHENS & CO., Limited

Paint and Varnish Makers

WINNIPEG
BRANCH AT CALGARY
CANADA

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Remington Arms Union Metallic Cartridge Co., New York

Anchor, Star Screw
Star Expansion Bolt Co., New York

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.

Babbitt Metal
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal
Tallman Brass & Metal Co., Hamilton

Bale-ties
Laidlaw Bale Tie Co., Hamilton, Ont.

Bar Iron
Henry Rogers, Sons & Co., Montreal

Bar Urns
Buffalo Mfg. Co., Buffalo, N.Y.

Bed Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto

Bladder Twine
Consumers Cordage Co., Montreal
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario
The Steel Co. of Canada, Ltd., Hamilton

Bolts—Expansion
Star Expansion Bolt Co., New York

Brass, Sheets, Tubes and Rods
Tallman Brass & Metal Co., Hamilton

Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Brass-Forges Co., Ltd., Guelph, Ont.
Tallman Brass & Metal Co., Hamilton

Bridge Rings—Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

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Boeckh Bros. Co., Ltd., Toronto
Stevens-Hopner Co., Port Elgin

Burners
Ontario Lantern and Lamp Co., Hamilton, Ont.

Bulldozers' Tools and Supplies
Canada Wire & Iron Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto
Lewis Bros. & Co., Montreal
Lurkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Taylor-Forbes Co., Guelph, Ont.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters.
Chicago Flexible Shaft Co., Chicago

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto

Castings
Corbett Foundry & Machine Co., Owen Sound

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
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B. & S. H. Thompson & Co., Montreal

Chaffing Dishes
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Chaplets
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Churns
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Cummer-Dowswell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Line Reels
Corbett Foundry & Machine Co., Owen Sound

Clothes Reels and Lines
Cummer-Dowswell Ltd., Hamilton
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St. Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors
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Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

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Hutton, Jas., & Co., Montreal
F. W. Lamlough & Co., Montreal

McGlashan, Clarke Co., Ltd., Niagara Falls
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Wm. Keating, Toronto
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Star Expansion Bolt Co., New York
Drills—High Speed
Alexander Gibb, Montreal
Drinking Cups.
Hera Mfg. Co., Philadelphia
Dry Batteries
Canadi n Carbon Co., Toronto
Canadian National Carbon Co., Toronto
Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
Electrical Supplies
Canadian General Electric Co., Toronto
Standard Paint Co., Montreal
Electric Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Enameled Ware
Davidson Thos. Mfg. Co., Montreal
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The Parmenter & Bulloch Co., Gananoque, Ont.
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The Steel Co. of Canada, Ltd., Hamilton
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Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Diston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal
Fire Extinguishers
The Valor Co. Ltd., Birmingham, Eng.
Fire Irons
Charles Lindsay, Glasgow, Scotland

PAINTER'S PERFECT WHITE LEAD

An ideal product for all around use. It is finely ground, spreads smoothly and gives a good surface.

It will stand a lot of reducing with linseed oil, thereby producing the maximum quantity of paint.

Painters' Perfect White Lead is a clear-toned white, it is sufficiently opaque to give the proper covering capacity.

Painters' Perfect White Lead pleases the painter because it combines exceptionally good quality with reasonable price. It gives entire satisfaction under all conditions.

Its durability has been thoroughly tested and compares favorably with the highest priced leads on the market.

You will find Painters' Perfect White Lead a sales and profit producer.



MONTREAL TORONTO WINNIPEG



RED HONE CURLING STONES

The Curling Stone with a Personality

Designed expressly for Canadian Ice, by Mr. Jas. McDermid of Winnipeg, perhaps the best informed curler in Canada. Mac's Special have an ideal running surface, are perfectly balanced and are handsomely finished. A stone to enthuse about.



WINNIPEG

CALGARY

EDMONTON

THE Leipsic Advance Fair

For Sample Stocks and Sample Collections

of Porcelain and other ceramic wares, glass, metal, leather, wooden goods, basket work, paper, Japanese and Chinese goods, dolls and toys, musical instruments, jewellery, soaps, perfumery, sporting and fancy goods, all sorts of domestic implements and kindred goods of all kinds, will begin on

Monday, March 4th, 1912

Most of the Exhibits will only be open for one week, although two weeks are allowed.

LODGINGS during the Fair will be procured by the Geschäftsstelle des Verkehrsvereins Leipzig, Handelshof.

LEIPSIC, November 8th, 1911

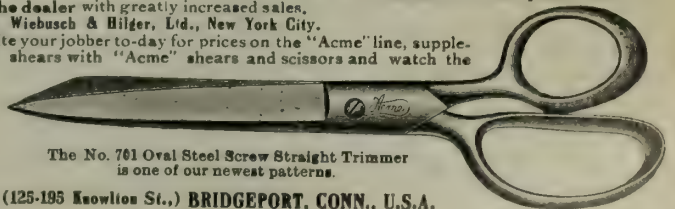
The Council of the City of Leipsic

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells satisfaction to the customer at a low price and a handsome profit to the dealer with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.
Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 761 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

HARDWARE AND METAL

Firearms and Ammunition

Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes

Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co., London

Fire Place Furnishings

The Barton-Netting Co., Ltd., Windsor, Ont.

Charles Lindsay, Glasgow, Scotland

Fish Spears

Bonaide Mfg. Co., Plymouth, Mich.

Food Choppers

Enterprise Mfg. Co., Philadelphia

Griewold Mfg. Co., Erie, Pa.

Foot Warmers

Chicago Flexible Shaft Co., Chicago

Ontario Lantern & Lamp Co., Hamilton

Forgings

Steel Co. of Canada, Limited, Hamilton

Furnaces, see Stoves

Galvanizing

Canada Metal Co., Toronto.

Thos. Davidson Mfg. Co., Montreal.

The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron

W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent

John Lynght, Ltd., Bristol, Newport and Montreal

Gas Fixtures

The Barton-Netting Co., Ltd., Windsor, Ont.

Glass

Hobbs Mfg. Co., London

Toronto Plate Glass Imp. Co., Toronto

Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental

Consolidated Plate Glass Co., Toronto

Hobbs Mfg. Co., London

Toronto Plate Glass Importing Co. Toronto.

Winnipeg Paint & Glass Co., Winnipeg

Glass, Wired

Hobbs Mfg. Co., London

Toronto Plate Glass Imp. Co., Toronto

Winnipeg Paint & Glass Co., Winnipeg

Glass, Diamond

Pelton, Godfrey S.

Sharratt & Newth, London, Eng.

Winnipeg Paint & Glass Co., Winnipeg

Glue

The Canada Glue Co., Ltd., Brantford,

Grove Chemical Co., Appleby Bridge, Eng

Go-Carts, Etc.

Gendron Mfg. Co., Ltd., Toronto

Grindstones

Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns

Harrington & Richardson Arms Co. Worcester, Mass.

Handles

Still, J. H., Mfg. Co., St. Thomas

Hardware Specialties

Taylor-Forbes Co., Ltd., Guelph, Ont.

Hay Unloading Teels

F. E. Myers & Bro., Ashland, Ohio

Hinges

Canada Steel Goods Co., Hamilton.

Cowan & Britton, Gananoque

The Stanley Works, New Britain, Conn

Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks

Still, J. H. Mfg. Co., St. Thomas.

Hooks

Steel Co. of Canada, Limited, Hamilton

Hoop Iron

Frothingham & Workman Ltd., Montreal

The Steel Co. of Canada, Ltd., Hamilton

Hoops—Steel and Wire

Laidlaw Bale Tie Co., Hamilton, Ont.

Horseshoes and Nails

Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers

North Bros. Mfg. Co., Philadelphia

The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools

North Bros. Mfg. Co., Philadelphia, Pa.

Iron and Steel Bars

Steel Co. of Canada, Limited, Hamilton

Iron Pipe

Steel Co. of Canada, Ltd., Hamilton

Iron Pumps

Aylmer Pump & Scale Co., Aylmer

Ladders

Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf

Hamilton Brass Mfg. Co., Hamilton

Lamps—Camp

John Simmons Co., New York City

Lampblack

The L. Martin Co., New York

Wilkes Martin Wilkes Co., New York

Lanterns

Thos. Davidson Mfg. Co., Montreal

Ontario Lantern and Lamp Co., Hamilton, Ont.

The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

E. T. Wright & Co., Hamilton

Lawn Fencing

Canada Wire & Iron Goods Mfg. Co., Hamilton

B. Greening Wire Co., Ltd., Hamilton

Lawn Mowers

D. Maxwell & Sons, St. Mary's, Ont.

Jas. Smart Mfg. Co., Brockville, Ont.

Taylor, Forbes Co., Guelph, Ont.

S. P. Townsend & Co., Orange, N.J.

Lawn Swings

F. E. Myers & Bro., Ashland, Ohio

Stratford Mfg. Co., Stratford, Ont.

Lighting Fixtures

Jas. Morrison Brass Mfg. Co., Toronto

Belleville Hdw. and Lock Mfg. Company Belleville.

National Hardware Co., Orillia

Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools

Pink, Thos., & Co. Pembroke, Ont.

Manufacturers' Agents

Gibb, Alexander, Montreal.

Henderson & Richardson, Montr

McIntosh, H. F. & Co., Toronto

Western Distributors Ltd., Saskatoon

Whitlock & Marlatt, Moose Jaw

Mantels and Grates

The Barton-Netting Co., Ltd., Windsor, Ont.

Metals

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal

Frothingham & Workman, Ltd., Montreal

Gibb, Alexander, Montreal.

Leslie, A. C., & Co., Montreal.

Lyssaght, John, Bristol, Eng.

Magnolia Metal Co., Montreal

Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Samuel, Benjamin & Co., Toronto

The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Talman Brass & Metal Co., Hamilton

Thompson, B. & S. H. & Co., Montreal

Metal Lockers

Canada Wire & Iron Goods Mfg. Co., Hamilton

Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Siding, Etc.

Galt Art Metal Co., Galt

Metallic Roofing Co., Toronto

Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

John C. Wilson, Ottawa

Metal Store Fronts

Canada Foundry Co. Ltd., Toronto

Corbett Foundry & Machine Co., Owen Sound

Mop Sticks

Tarbox Bros., Toronto

Mop Wringers

White Mop Winger Co., Fultonville, N.Y.

Nail Pullers

The Bridgeport Hdw Corp., Bridgeport, Conn.

Nails, Wire

Laidlaw Bale Tie Co., Hamilton, Ont.

Parmenter & Bulloch Co., Gananoque

Steel Co. of Canada, Limited, Hamilton

Oilers

Thos. Davidson Mfg. Co., Montreal

Hero Mfg. Co., Philadelphia

The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Wright, E. T., & Co., Hamilton, Ont.

Oil Stones

Canadian Hart Wheels, Hamilton, Ont

Oil Stoves

McClary Mfg. Co., London

Queen City Oil Co., Toronto

Oil Tanks

Rosner & F. & Co., Toronto

Corbett Foundry & Machine Co. Owen Sound

Ornamental Iron and Wire

Canada Wire & Iron Goods Mfg. Co., Hamilton

Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes

Berry Bros., Limited, Walkerville, Ont.

W. T. Bigsby & Sons, London, Eng

Brandram-Henderson, Montreal

Canada Paint Co., Montreal

Dougal Varnish Co., Montreal

Imperial Varnish and Color Co., Toronto

International Varnish Co. Toronto. Ont

R. O. Jamieson & Co., Ltd., Montreal

Low Bros., Ltd., Toronto

Martin-Senour Co., Montreal

Moore, Benjamin, & Co. Toronto.

Pinchin Johnson Co., Toronto

Pratt & Lambert Inc., Bridgeburg, Can.

A. Ramsay & Son Co., Montreal

Sherrin-Williams Co., Montreal

Standard Paint Co., Montreal

Standard Paint and Varnish Works Windsor, Ont.

G. F. Stephens & Co., Winnipeg, Man

Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover

Dougal Varnish Co., Montreal

Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals

Canada Wire and Iron Goods Mfg. Co., Hamilton

Greening, E., Wire Co., Hamilton

Pig Iron

Steel Co. of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized

Steel Co. of Canada, Limited, Hamilton

Pliers

Smith Hardware Co., Montreal

Poultry Netting

Greening, B., Wire Co., Hamilton, Ont.

John Lyssaght, Ltd., Bristol, Newport and Montreal

Pruning Knives

International Tool Co., Detroit

Pumps

Canada Foundry Co., Ltd., Toronto

R. McDougall Co., Galt, Ont

F. E. Myers & Bro., Ashland, Ohio

Pumps, Power

Canadian Fairbanks-Morse Co., Ltd., Montreal

Putty

Steel Co. of Canada, Limited, Hamilton

Rat Traps

Canada Wire & Iron Goods Mfg. Co., Hamilton

Razors

Gillette Safety Razor Co., Montreal

International Distributing Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Registers

Canadian Heating & Ventilating Co. Owen Sound

Rivets

Steel Co. of Canada, Hamilton

Farmer & Bulloch Co., Gananoque

P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies

Barber Asphalt Co., Philadelphia

Canadian Supply Co., Toronto

Galt Art Metal Co., Galt, Ont.

McArthur, Alex., & Co., Montreal.

Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto

Standard Paint Co., Montreal

United Roofing & Mfg. Co., Philadelphia, Pa.

Winnipeg Paint & Glass Co., Winnipeg

Rope

Consumers Cordage Co., Montreal

Independent Cordage Co., Toronto

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield, England

Saws

Atkins, E. O., & Co., Indianapolis, Ind

Diston, Henry, & Sons, Philadelphia

Shurley Dietrich Co., Ltd., Galt, Ont

Simonds Mfg. Co., Fitchburg, Mass

Spear & Jackson, Ltd., Sheffield, Eng

Scales

Aylmer Pump & Scale Co., Aylmer, Ont.

Burrow, Stewart & Milne Co., Hamilton

Frothingham & Workman, Montreal.

Screws, Nuts, Bolts

National Acme Mfg. Co., Montreal

Steel Co. of Canada, Limited, Hamilton

Scythe Stones

The Carborundum Co., Niagara Falls, New York

Shears, Scissors

R. Heish's Sons Co., Newark, N.J

J. Wess & Sons Co., Newark, N



THE largest number of the most successful Paint and Varnish dealers in Canada are Sherwin-Williams Agents. This success has its beginning in the sterling quality of every product in the Sherwin-Williams line. For over 40 years the policy of this Company has been to make S-W quality the last word in paint and varnish making. Our agents and dealers throughout the Dominion are generally successful. Numbers of new S-W agents are being added each year and the sale of S-W products grows larger and larger. It's quality that makes people come again and it's repeat sales that build a successful business.



WHEN a merchant combines quality products with intelligent selling methods, he's out to build a profitable business. The S-W Agency Proposition appeals to live dealers because they quickly see that our sales methods are right. We study conditions and watch carefully the effects of different methods of advertising and selling. In forty years we have learned a good deal about these things and are still studying. We help you in every way to sell your goods. Strong store, window, circular and display advertising; personal letters to property owners and painters; personal calls by representatives on those contemplating building and redecorating; a persistent campaign of advertising in the leading magazines, farm and home journals, and a close personal relation between our agents and ourselves at all times ensure the S-W Agency success. Let us explain our plans in detail.

THE SHERWIN-WILLIAMS Co.

(OF CANADA, LIMITED)

PAINT, VARNISH AND COLOR MAKERS, LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL,
TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—

2c. per word first insertion.

1c. per word subsequent insertion.

5c. additional each insertion when Box Number is required.

AGENTS WANTED

WANTED—Manufacturers' agent to handle metal polish made in United States. Box 609, **HARDWARE AND METAL**, Toronto. (50)

BUSINESS CHANCES

FOR SALE—Shelf hardware, stoves, ranges, tinware and furnaces, a large plumbing and tinshop in connection with tools and machines. Stock about \$3,000. Ill health reason for selling. J. D. MURDOCH & CO., Simcoe, Ont. (50)

FOR SALE—Smart little hardware business; good turnover; stock about \$4,500. Must be sold quick; owner going West. Box 593, **HARDWARE AND METAL**, Toronto. (39tf)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Tecumseh, Ont. (16tf)

FOR SALE—Hardware and Implement business in Saskatchewan. Turn-over \$30,000 per year and increasing 30% annually. No opposition for Hardware. Good paying proposition. Will sell with or without stock. Reason for selling—proprietor cannot handle with his other interests. Address Box 610, **HARDWARE AND METAL**, Toronto. (1)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Day Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smud Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egly Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

TRAVELING SALESMAN WANTED.

A TRAVELLING SALESMAN acquainted with the wholesale and manufacturing trades in the Maritime Provinces, to represent the **MACLEAN NEWSPAPERS**, looking after our advertising in this district. Good position for progressive young man. Apply, stating full particulars, **THE MACLEAN PUBLISHING CO., LTD.**, 702 Eastern Townships Building, Montreal. (51)

SITUATIONS WANTED

EXPERIENCED SALESMAN, thoroughly posted in all lines of General Hardware, Stoves and Plumbing Goods, with a first-class connection with all dealers in above lines east of Toronto, open for engagement, 1st January. Address Box 612, **HARDWARE AND METAL**, Toronto. (50)

HARDWARE

Business, established over 30 years, Eastern Ontario. Best stand and business. Wish to retire. Box 605, Hardware and Metal, Toronto. 49

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FROM NOW TILL THE END OF THE YEAR we offer unusually good bargains in second-hand Typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. **THE MONARCH TYPEWRITER CO., Limited**, 46 Adelaide Street West, Toronto, Ont.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. **W. J. GAGE & CO., Limited**, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

SITUATIONS VACANT

WANTED—An experienced hardware clerk, with 3 to 5 years' experience. Apply Box 443, Galt Post Office. (48)

WANTED—A first class tinsmith (married or single) at once, will pay good wages, must be a good all-round man. Apply R. C. Thomson, Melbourne, Ont. (49)

WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. **MACLEAN PUBLISHING COMPANY**, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, **HARDWARE AND METAL**, Toronto. (24tf)

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

When writing advertisers kindly mention having seen the advertisement in this paper.

Grandfather uses Two Pair of Spectacles—One for Close Readin' and Another for Far Seein'.



We must admit that grandfather has something in common with the retail dealer, for figuratively speaking, the dealer must wear one pair of spectacles for near sight and another for far sight.

He must see that the proper goods are displayed today and at the same time buy the goods that will be seasonable six months later. He lives in the present and buys in the future.

The dealer has another point of view that is very important to his interest, for it means either satisfied or dissatisfied customers; that is the brand of goods he should put in stock.

If he sells paint he should sell

MARTIN-SENOUR PAINT

100% PURE

to give his customer complete satisfaction. It is made to retain its original color and to thoroughly protect the building. Only pure Carbonate of Lead, Oxide of Zinc, pure Linseed Oil and Japan Dryer, properly combined will do this.

Martin-Senour Paint is not all we offer you in our dealer's proposition. You can have the benefit of one of the best and most complete advertising campaigns that is planned to really sell the goods.

We want your permission to send our dealer's proposition.

The Martin-Senour Co., Limited

Pioneers Pure Paint

Montreal

Chicago

Winnipeg

YOUR CUSTOMERS WANT DOUGALL VARNISH

and you will do well to be in a position to supply them.

There is no substitute—there is no varnish on the market, in the manufacture of which so much care is taken, and the fact that we make more varnish than any other concern in Canada proves the popularity of our goods. We make nothing but Varnish, but in that line we are specialists and we make a varnish for every purpose and each and every one is the best value obtainable. Your customers will be asking for DOUGALL VARNISH. Are you going to supply them or let them go elsewhere?

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST.

J. S. N. DOUGALL, President

MONTREAL

CANADA

Associated with Murphy Varnish Co., U.S.A.



The best varnish advertising you can put inside your store is this Berry Label.

It is the one label that the buying public **KNOWS** at sight.

It is the one that looms large in the pages of the leading magazines.

Wherever we advertise the varnish we show the label.

It has a trade-mark value that makes every Berry Can on any dealer's shelves a quick index to the high-quality standard of the store.

You can't put any better advertising than that in your store.

Berry Brothers' Business Builders

The Big-5 with which every dealer can most easily satisfy the quality-demands of his trade.



For finishing floors in the most durable manner possible.



For interior wood-work exposed to severe wear and finished in the full gloss.



For the finest rubbed or polished finish on interior wood-work.



For front doors and all other surfaces exposed to the weather.



The newest and best for finest enameled interior woodwork.

Berry Brothers, Ltd.

The World's Largest Varnish Makers
WALKERVILLE, ONT.

It pays to handle goods of a manufacturer who considers your selling plans when making out his selling plans.

Are You Paying for Pratt & Lambert Co-operation?

You are—if you're handling unknown, inferior varnishes. You're helping pay for Pratt & Lambert advertising and "ready made sales" for *other* dealers, out of *sales and profits you do not get*. You *know* people to-day are buying goods *they know* about.

Let the *other fellow* pay for the ready made varnish sales and profits *you* get out of sales and profits *he don't get*. That means handle Pratt & Lambert Varnishes. Prove it.

Write

PRATT & LAMBERT-Inc.

VARNISH MAKERS 62 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO

FACTORIES
BRIDGEBURG, CANADA
LONDON PARIS HAMBURG NEW YORK BUFFALO CHICAGO



You cannot make a

Clean Sweep

with a poor broom.

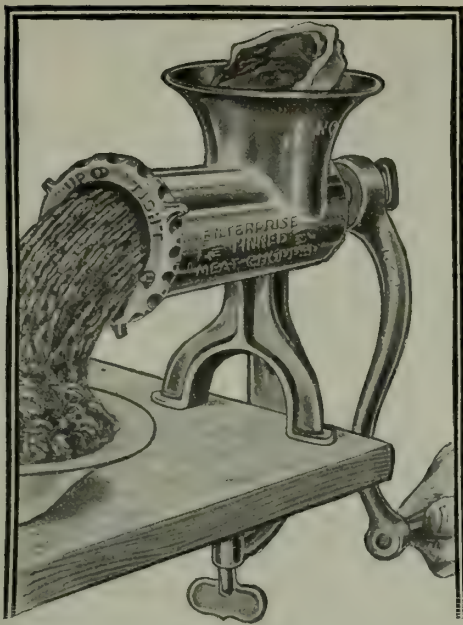
Every woman desires her house to be swept clean and it is therefore important that every dealer should supply his customers with the best Broom to be had.

There is no surer way than by handling only the

Keystone Brand

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN ONTARIO



Housekeepers are Learning

Every day brings new buyers of Enterprise goods. Every day more and more housekeepers are coming to learn that the best thing they can have in their kitchen—the greatest convenience and economy—is an

ENTERPRISE

Meat and Food Chopper

What does this mean to the man who sells the goods? Bigger sales every day.

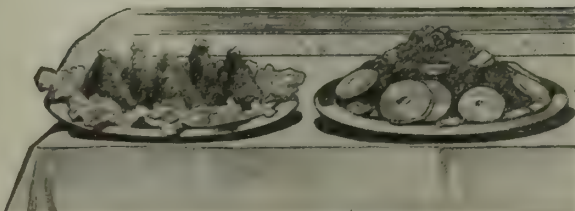
Advertise your store as a quality store, by displaying Enterprise goods in your window. Whether it is a Meat and Food Chopper, Sausage Stuffer and Lard Press, Raisin Seeder, Sad Iron or any other one of the Enterprise line—a sale means a satisfied customer.

We help you to push these goods.

We are advertising their superiority right along. And the goods back up the advertising every time.

Let us aid you with our selling helps. We will send you store hangers and window trims. We will gladly send you free as many copies as you need of our new series of handsome post-cards showing views of historical and modern Philadelphia. Six in the series, printed with your advertisement. Absolutely free. Write to-day.

THE ENTERPRISE MFG. CO. OF PA.
PHILADELPHIA



INTERNATIONAL

YOUR Net Profits

which you will soon figure for the year may be satisfactory. But—it is probable that you will feel that you might have done better. Your surest, best opportunity, right now, is the

International Line of Varnishes and Specialties

and the co-operation that goes with it.

"ELASTICA" FLOOR FINISH, for floors;

"ELASTICA No. 1," for outside work;

"ELASTICA No. 2," for interior work;

"KLEARSTONE STAINS" Acid and Oil, for finest stained effects;

"FLATTINE" FLOOR FINISH and "FLATTINE" CABINET FINISH;

"SATINETTE", WHITE ENAMEL—

are a few of our leading specialties of superior merit.

WRITE FOR COMPLETE DETAILS.

INTERNATIONAL VARNISH CO.

Toronto - Winnipeg

Canadian Factory of
Standard Varnish Works
New York, Chicago,
London, Berlin,
Brussels, Melbourne

H 70

VARNISHES

JAMIESON'S VARNISHES

Have a reputation of over fifty years' standing which is envied by many.

To hold this reputation their quality has been maintained in the face of all competition. The wisdom of this policy being shewn by the fact that their sales have grown up with Canada.

To-day these varnishes are made in our three plants by the most modern methods, under the most expert supervision, filtered and thoroughly aged in our extensive system of tanks.

The dealer who handles these varnishes has a reputation of over half a century back of him.

Think what this means to you.

R. C. Jamieson & Co.
LIMITED

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited
Montreal

KEEP WIDE AWAKE!

Your nearest competitor is very much alive to the chances of getting your trade away from you, but you will have a powerful lever to move business to your store and to keep it there, if you carry

New Era Paint

This paint keeps its colour better, lasts longer and covers a greater surface than many higher-priced paints. It is pure and moderately priced. Get our prices.

Standard Paint & Varnish Works Co.
WINDSOR, ONT. LIMITED

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

BUSTER BROWN Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

When writing advertisers kindly mention this paper.



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited

AYLMER, ONTARIO

WESTERN REPRESENTATIVES:

The Ontario Wind Engine & Pump Co., Limited

WINNIPEG AND CALGARY

HEADQUARTERS

Sixty-two Years In Business

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A.

LAMP
BLACKS

LAMP
BLACKS

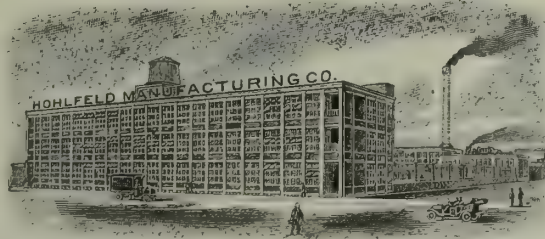


THE HOHLFELD LINE OF High Grade Hammocks for 1912

is now ready and will be shown
throughout Canada by

GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL

The Most Profitable
Line
Because it is Most
Saleable



Main Office and Mill, Philadelphia, Pa.

NEWEST DESIGNS, WEAVES AND COLORINGS

Known the world over as the standard
by which all others are measured

Geo. Borgfeldt & Co., Agts.
TORONTO

Catalog and Prices on request

The Most Popular
Line
Because it is Most
Satisfying





VALUE IN QUALITY

The modern understanding of the word 'quality' is superiority. Quality also implies merit, genuine worth, it suggests individuality, embodies class and sets a standard. QUALITY in our goods is the result of the union of BEST MATERIAL, WIDEST EXPERIENCE, LARGEST FACILITIES, and MOST APPROVED METHODS. The foregoing have placed us in the front rank as manufacturers of goods of Sterling Merit. Every dealer should handle the

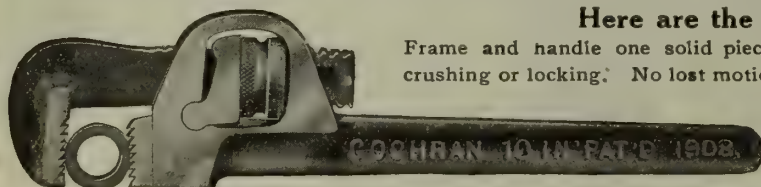
St. Mary's Hockey Stick

because it looks well, sells well and wears well. WRITE FOR DESCRIPTIVE PRICE LIST, JUST ISSUED, TO THE

St. Mary's Wood Specialty Company, Limited, St. Mary's, Ont.

BRANCHES:
Montreal and Winnipeg

The prize dog at a bench show wins on points;
and points would give the COCHRAN first prize at a wrench show.



Here are the points. You be the judge.

Frame and handle one solid piece. Indestructible rocker in place of frame pin. No crushing or locking. No lost motion. Perfect grip and release. Proof against all side-pull injury. Drop forged jaws of highest grade tool steel adaptable to wrench manufacture.

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa

PRESSES—PRESSES

When an Operator Finds a B.B. Name Plate on a Press

it immediately gives him confidence. WHY? Because he knows it means ACCURACY, STRENGTH, SOLIDITY, WEAR, SPEED. A B. B. PRESS will increase your output, and REDUCE your LABOR EXPENSES.

**WHEN you want a PRESS,
think of B.B. and then write**

The Brown-Boggs Co., Ltd.
HAMILTON, CANADA

Stamping Presses, - Dies, - Sheet Metal Workers' Tools

Christmas Is Coming

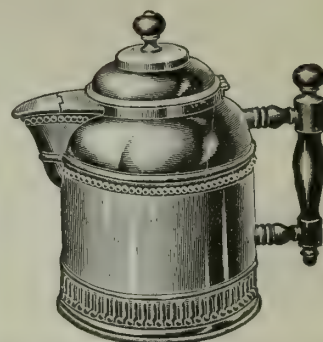
and so are your customers for this class of goods. Stock up NOW.



ALDRICH TEA and COFFEE POTS, 2 to 5 pints.
CRUMB SETS, Nickel-plated and Japanned.



TRAYS, Nickel-plated. Round, 12 and 13 inch.
Oblong, 12, 14, 16 and 18 inch.



PAN AMERICAN TEA and COFFEE POTS,
2 to 6 pints.

CUSPIDORS, Brass and Nickel-plated.

E. T. Wright & Co.

(H. G. Wright)

HAMILTON, CANADA
Wpg. distributing agts., Merrick-Anderson Co.
Vancouver, MacPherson & Teetzel.
Toronto agent, F. B. Wilson, 33 Maitland St.
Winnipeg agents, W. Reynolds & Co.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

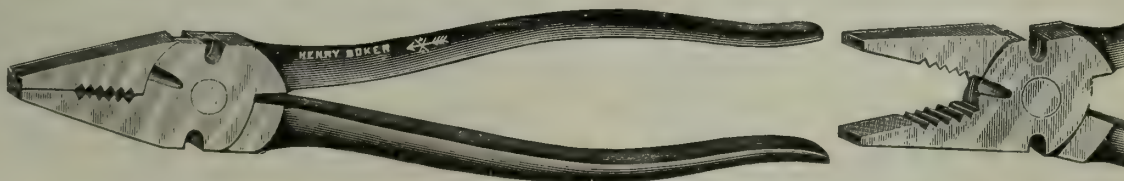
Shurly-Dietrich Co., Limited

GALT, ONTARIO

and

VANCOUVER, B. C.

Honest Men Want No Misrepresentation



There is now CERTAIN HARDWARE marketed in Canada under HENRY BOKER'S NUMBERS, and in SIMILAR BOXES with SIMILAR LABELS. SUCH IMITATIONS are unlawful in the country of origin. We shall appreciate very much if you will send us such labels or box covers at our expense.

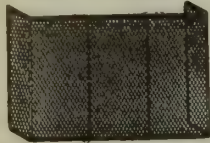
DORKEN BROS. & CO.

P.O. Box 580, Montreal

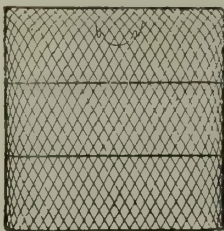
We are Headquarters for
SPARK PROOF FIRE GUARDS.

You will make no mistake in carrying
a stock of our standard sizes of
Spark Proof Fire Guards.

Our line is complete and of the Highest
Quality and Strictly Up-to-
date. Do not fail to get our
prices before ordering.



Send for
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CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

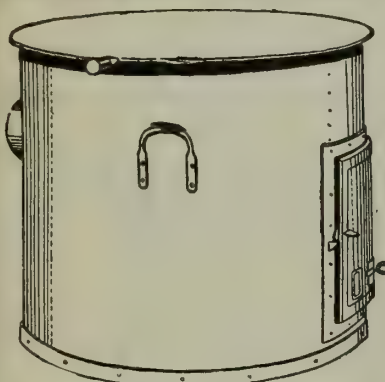
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Saves Coal, Health, Time and
Worry—Keeps even temperature
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No stock to carry—30 days' free
trial to your customers.

ASK FOR FULL PARTICULARS

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OTTERVILLE, ONTARIO



**Erie Steel
Feed Cooker**

These cookers are in-
dispensable to farmers,
butchers or stockmen.
Grains that are useless
for other purposes, by the
use of the cookers are
made as valuable as the
best marketable product.
Made in 7 sizes for burn-
ing wood. Nos. 20, 30, 40,
60, 75, 90, 120. Grates for
burning coal supplied
when ordered.

Made by **ERIE IRON WORKS, Limited** ST. THOMAS, ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

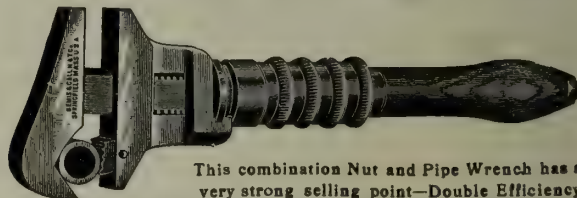
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METALS

Prompt delivery from stock

Tallman Brass & Metal Co.
HAMILTON, ONT.

A Strong Selling Point



This combination Nut and Pipe Wrench has a
very strong selling point—Double Efficiency
Its handiness and strength at once appeal to the good mechanic to
save him time and trouble. You can sell a lot of these Wrenches—
make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA
PIG IRON

and **SIEMENS-MARTIN**
OPEN HEARTH STEEL

**Steel Sheets for Deep Stamp-
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"Comet" Brand

Also Dark Blue, P.C.R. and C.A.
Sheets, also Galvanized Canada
Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

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PUMPS

We manufacture all kinds of
PUMPS, HAY UNLOADING
TOOLS and BARNDOR
HANGERS that are service-
able, durable and reliable.
You never fail to get
QUALITY when buying
"THE MYERS."

F. E. MYERS & BRO.
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Winnipeg, Calgary and Branch Houses



UTICA
No. 1900 Staple Puller
is the acme of perfection.
Will pull and drive staples.
Will tie, stretch and cut wire.
Will save wire, staples and labor.
All UTICA Tools are guaranteed.
Write for Price.

UTICA DROP FORGE & TOOL CO.,
UTICA :: N.Y.
CANADIAN AGENTS:
Smith Hardware Co., Limited,
MONTREAL



EXTEND YOUR PROFITS
by selling our
**No. 092 N.P. Extension Hack
Saw Frame.**
Will takes 8" to 12" blade.
Simple, Strong, Reliable
We carry a large stock of Hack Saw Frames,
and will be glad to quote prices and give full
particulars on application.
Smith Hardware Co., Limited
240 Lemoine St., MONTREAL

BLACK JACK
THE BEST FAMILY POLISH MADE



TRY IT.

SOLD BY
ALL
JOBBER

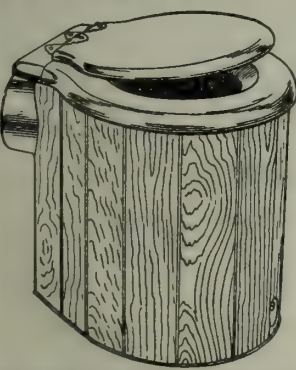
3/4-lb. tins—3 doz. in case.

Bolts, Nuts and S.&S. Hinges
We are manufacturers of carriage bolts, machine bolts, sleigh shoe bolts, tire bolts, plow bolts, track bolts, coach screws, gate hooks, screw-and-strap hinger, pole steps, cross arm braces, double-arming bolts, boiler and bridge rivets, ship spikes, square and hexagon nuts, washers, drift bolts, special bolts for dock and wharf construction, etc.



London, Canada

THE SANITATION PROBLEM SOLVED



by the invention and patent of Aerated Sanitary Dry Closet. No waterworks or sewerage required. No polluted matter to be carried out regular. Just as convenient as the flush closet, at a very small cost. The liquids carried off by a small 1/2 gas pipe and run in a hole outside. By the use of a chemical the solids are disposed of. Sold on trial.

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WALL PLASTER
Gypsement—the plaster for quick repair work—is a prepared Hardwall, no sand required.
Plaster Board—the fireproof and sound proof plaster lath.
The "Empire" Brand of Wood Fibre, Cement Wall and Finish Plasters.
We shall be pleased to supply you with plaster information.
Manitoba Gypsum Co., Limited
WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS
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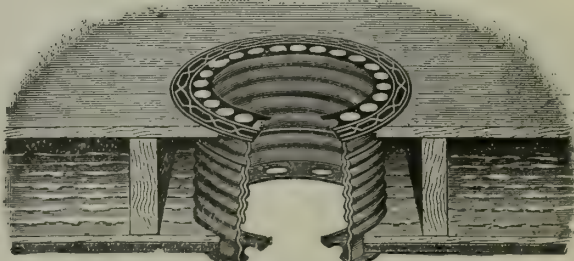
Avoid imitations of our
CUTLERY REGISTERED TRADE MARK
By seeing that this exact
mark is on each blade.



GRANTED 1682.

SOLE AGENTS FOR CANADA
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MONTREAL

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by
METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
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Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies, Machinery and Specialties,
Board of Trade Building
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GALVO FILTER & STERILIZER
Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
Write for Doctors' Reports on the "Galvo"
"ANTI-SPLASH"
FILTERS Plain or Screw Faucets 25c Write for details.
Anti Splash Filter Co. Ont.
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260 St. Paul St., QUEBEC, QUE.
Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

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ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

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The Best Door Closer is Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
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Manufacturers' Agent and Metal Broker,
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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Castings of all Kinds.

Write us for our list of
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The Hilborn Co., Ayr, Ontario.

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PRIEST'S CLIPPERS
BALL BEARINGS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H. U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

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If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

THE COLLINS MFG. CO. - TORONTO

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The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Esutchoon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

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PIG IRON STEEL PLATES, BARS and ANGLES BAR IRON

David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

ICE SCRAPERS.

No rink is complete without a J & R Rink Ice Scraper, just scrapes up the Ice, no brooms required, write

JAMES & REID
PERTH - ONTARIO

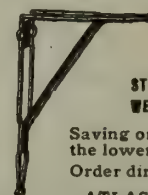
for circular and prices.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

SHELF BRACKETS.



BRADLEY "METAL CLASP" SHELF BRACKETS

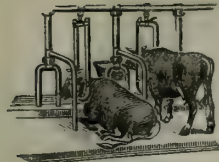
STRONGEST and CHEAPEST on the market. WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold Order direct or through your jobber.

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STANCHIONS



O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear lose.

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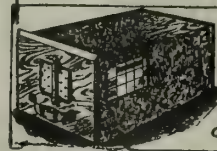
The Estate of O. D. COWAN GANANOQUE, ONTARIO

CLOTHES WRINGERS—1 to 3 years' guarantee
FLEXIBLE DRAG TOOTH HARROW

Agents / Assella & McMaster, 207 St. James St., Montreal
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Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the
**BENNETT STEEL
HARDWARE SHELF BOX**
Saves 20% Shelf Room
over wireline boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto.

TOOL HOLDERS.



TOOL HOLDERS

For LATHES and PLANERS

All kinds—All sizes.

ARMSTRONG BROS. TOOL CO.

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CHICAGO, U.S.A.

**Make
ONE POUND
of TOOL STEEL
EQUAL 10 LBS.
in FORGED tools.**
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TRUCKS.

Corbett Roller Bearing Trucks are the only modern trucks on the market

Used by railroads, steamboats, factories, dry kilns, stores, warehouses, etc.

Write for Illustrated Catalogue.

CORBETT FOUNDRY & MACHINE CO.
OWEN SOUND : : ONTARIO



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited
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WIRE SPRINGS.

WE MAKE A SPECIALTY OF WIRE SPRINGS

for COMPRESSION and EXTENSION
James Steele, Limited, Guelph

"We will never be buried with the unknown dead---we ADVERTISE. There's the whole thing in a nutshell --- we ADVERTISE ; and therefore, we CAN'T be unknown."

MOP-STICKS

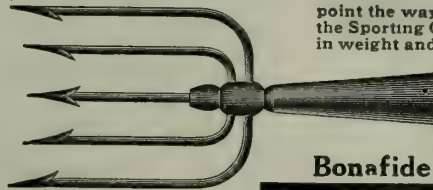
OF DURABILITY
are the "TARBOX BRAND"

No. 8 Plain Cloth Holder. } Stamped Steel
No. 10 Combination Brush. } Head.

Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by

TARBOX BROS. - Toronto, Ontario

ORIGINAL "ST. CLAIR" FISH SPEARS



point the way to increased sales. They are real "live wires" in the Sporting Goods line. No stock complete without them. Made in weight and sizes for all purposes

No. 19

Write for illustrated circular and jobbing prices

Bonafide Mfg. Company, Plymouth, Mich., U.S.A.

Mention this paper when writing
Advertisers.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

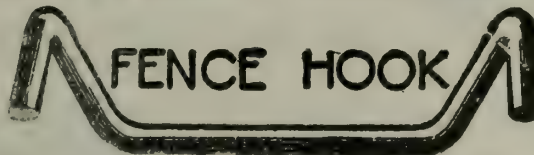
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



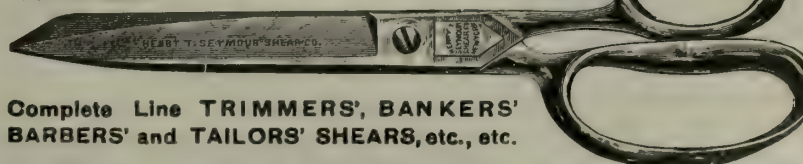
SEYMOUR SHEARS

The Standard for nearly a century

"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.

TRADE MARK



TRADE MARK

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

Latest catalog will be sent in exchange for your business card.

HENRY T. SEYMOUR SHEAR COMPANY WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

THE JOHN STEVENS CO., Limited

Wholesale Plumbers' Supplies

WINNIPEG

WE CARRY A COMPLETE STOCK OF
Steampipe, Fittings and Brass Goods

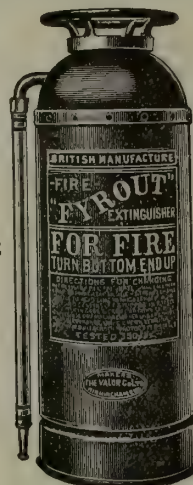
All orders receive prompt and satisfactory attention.

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British Manufacture Throughout. The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will
Extinguish
Any Kind
of Fire!



\$5.00
Profit
on
Each

Secure
Agency
for your
District

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

Or, **GEO. H. SAYWELL, Saskatoon**
327 Cumberland Ave., Winnipeg; 10 Adelaide W., Toronto

JUMBO FORKS

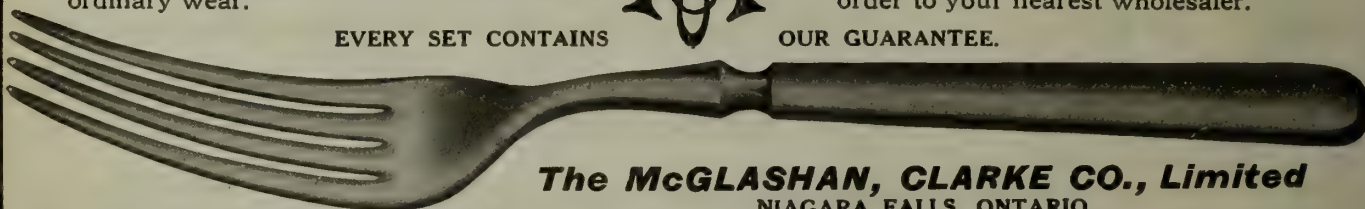
"JUMBO" Forks have a standard silver plate that is guaranteed to give long and satisfactory service under ordinary wear.



"JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift. Send a trial order to your nearest wholesaler.

EVERY SET CONTAINS

OUR GUARANTEE.



The McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, ONTARIO

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. David Philip, 291 Portage Ave., Winnipeg, Man.



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL
MAN USES

FLUXITE

The Paste Flux That
**SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING**

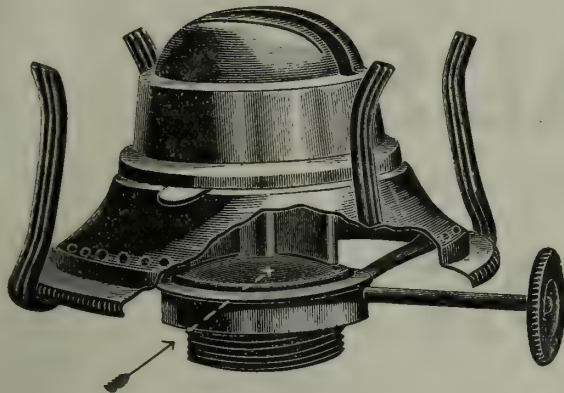
It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey
LONDON, S.E., ENG.

BANNER All Brass LAMP BURNERS



Sold by all Jobbers

MADE WITH

COVERED BASE

It is put in the BANNER
for YOUR PROTECTION.
Does not collect dirt, dead
insects, or inflammable
material.

The Ontario Lantern and Lamp Co., Limited

Head Office and Factory, - - - HAMILTON, ONT.
Branches:—MONTREAL, WINNIPEG, VANCOUVER

SWELL
WELD

McKinnon Electric-Welded Chain

SWELL
WELD

Our Halter Chain can now
be secured in an electro-
galvanized rust-proof finish.



Send for samples and
prices, which will prove at-
tractive and very profitable.

The Name "McKinnon" Guarantees "Quality Perfect" Chain

MADE ONLY BY

SWELL
WELD

Office:
BUFFALO, N.Y.

McKinnon Chain Co.

Factory:
ST. CATHARINES, ONT.

SWELL
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THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250.

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Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

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Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto



National Steel Rim Locks

**ASSURE GREATEST
SECURITY and DURABILITY**

The locking mechanism is very simple and cannot get out of order.

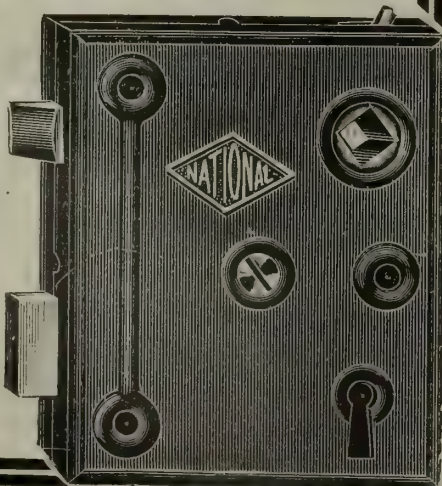
They are very popular with builders who demand the best locks.

Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars.

**NATIONAL
HARDWARE
CO., Limited**

ORILLIA, ONT.
CANADA



The "Hygienic" COFFEE

PERCOLATOR

Makes an
**IDEAL CUP
OF COFFEE**

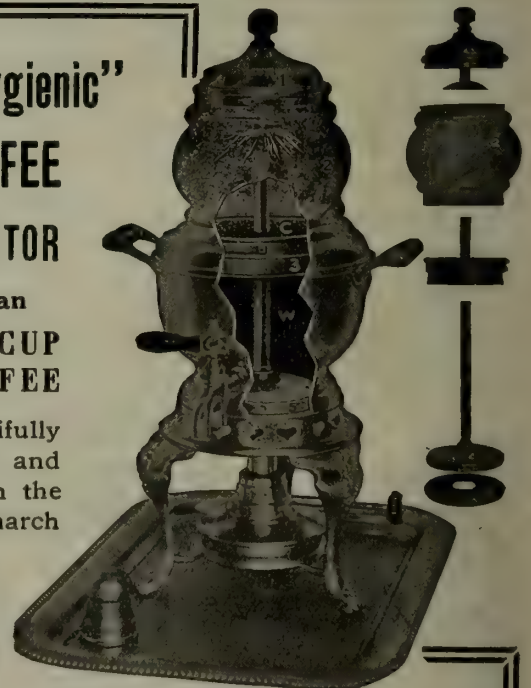
It is beautifully finished and fitted with the new Monarch regulating lamp.

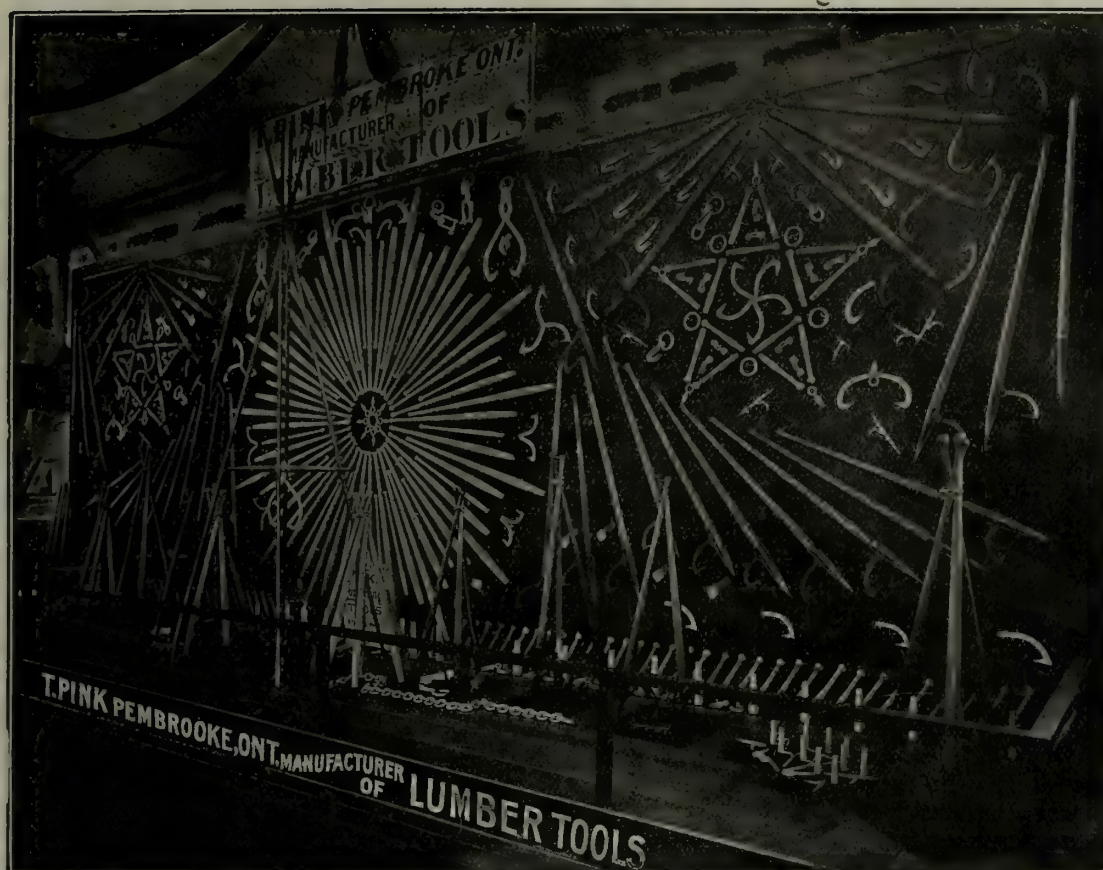
The Hygienic has no near rival when it comes to point of adding pleasure and satisfaction to a home. It will make a hit with gift seekers, and yield you good profits.

**Stock it at once and catch
the Christmas Trade**

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto Street, Toronto





Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable
Send for catalogue
and price list.

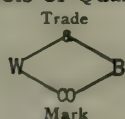
Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Highest In Efficiency And Accuracy

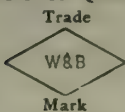


Tools of Quality



Bear these Marks

Tools of Quality



Bear these Marks

"Hercules" High Speed Twist Drills Add Strength To Your Drilling Department

The exceptionally high degree of efficiency and accuracy found in "Hercules" Twist Drills enables you to do all classes of drilling at the lowest cost. "Hercules" Drills are made from "W. & B." High Speed Steel, twisted while hot, so that the grain of the steel is not disturbed. The test of long hard

service proves that "Hercules" Drills are the toughest and strongest made.

Buy under the "W. & B." Diamond Trade Marks. The "W. & B." Diamond is your protection against inferior goods.

Write for Catalog 74 B.

The Whitman & Barnes Manufacturing Company

ESTABLISHED 1854

ST. CATHARINES, ONTARIO

Stocks carried at Winnipeg and Montreal

H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¼ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

WHEEL BARROWS

for Every Purpose

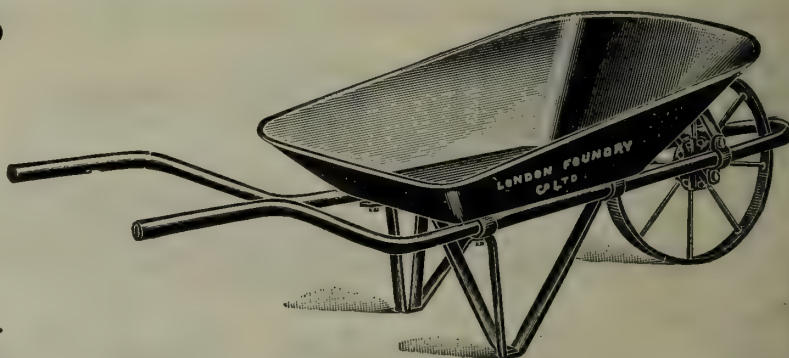
We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.

London - Canada

Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent



SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Got Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

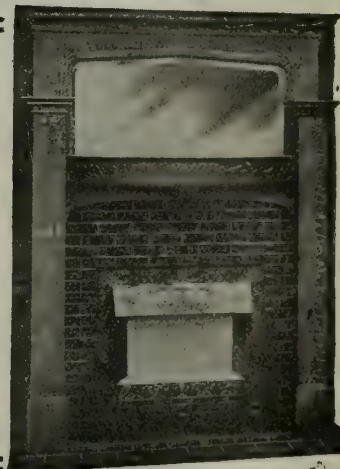
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



MORE AND MORE FREQUENTLY CANADA CEMENT IS BEING NAMED IN SPECIFICATIONS BECAUSE BUILDERS AND ARCHITECTS KEEP THESE FACTS IN MIND.

UNIFORMITY OF QUALITY, STANDARD WEIGHT.

In order to assure satisfactory results to architects and engineers in uniformity of strength, fineness, color and setting qualities, all our Cement is made under the supervision of our General Superintendent and Expert Chemist to come exactly up to our fixed standard specification. Each barrel is guaranteed to weigh full 350 pounds (gross), the maximum cement barrel weight.

DELIVERY.

Our system of mills advantageously situated at Exshaw, Alta.; Calgary, Alta.; Port Colborne, Ont.; Shallow Lake, Ont.; Belleville, Ont.; Marlbank, Ont.; Lakefield, Ont.; Hull, Que.; and Montreal, Que., gives us ample shipping facilities to ensure prompt delivery.

PRICE.

Being in competition with and controlled by the market of such materials as steel, wood, clay products, and natural stone, the price of cement is governed by conditions. At present these permit of a higher grade material at a fair price.

ADAPTABILITY.

Reinforced concrete construction has become the chief factor in the construction of various classes of important buildings where strength, durability, fire-proofing and economy are necessary. The modern reinforced concrete structure is a monolith, quite as much as if its various rooms and passages had been carved out of solid rock. To this is added the strength of reinforcing materials. This form of construction cannot fail to increase in favor.

CONCRETE BLOCK MACHINERY.

By avoiding a repetition of pattern, which is so destructive to true architectural design, and by the use of a mixture of one to two, cement and sand, for "facing," a block equal in hardness and durability to cut stone, in either "tooled," bush-hammered or "rock face," may now be produced at but little more than half the cost.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

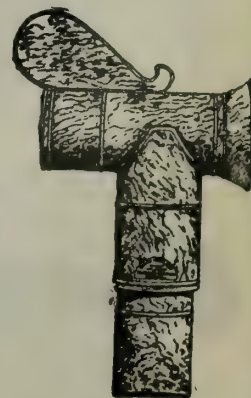
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.



Brockville, Ont., Jan. 23rd, 1909

Messrs. J. W. Harris Mfg. Co., Ltd.

129 Sanguinet St., Montreal

Dear Sirs:

Enclosed you will find my cheque to cover account for the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,

W. H. Harrison.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal



A TRADE ERROR

To be well pleased with the sale of a \$25.00 Ross Rifle is a business error if the purchaser is a man who would be willing to buy a more expensive Arm.

The Ross "High Velocity" which retails at \$75.00 is a weapon which will please the most discriminating purchaser. Why not push its sale?

Write at once for discounts and full information.

ROSS RIFLE CO.

QUEBEC,

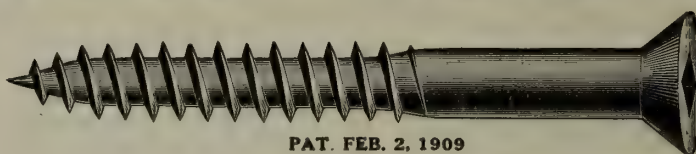
QUE.



ROBERTSON
SOCKET HEAD

WOOD SCREWS

GET
OUR
PRICES



PAT. FEB. 2, 1909

SEE
THAT
SQUARE
HOLE



HAND DRIVERS, YANKEE BITS BRACE BITS
RIVETS, BURRS, WASHERS, NAILS, WIRE

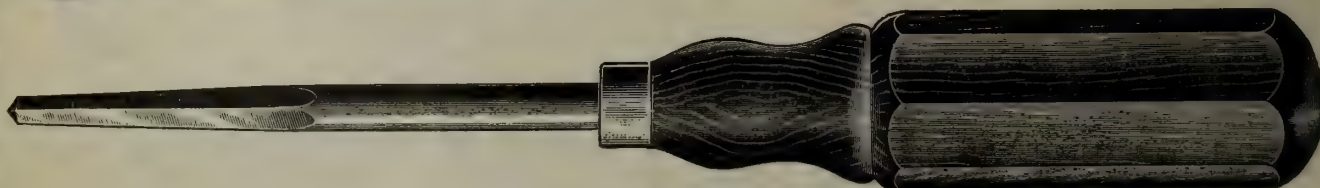
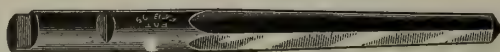
SEND FOR CATALOGUE

The P. L. Robertson Manufacturing Co., Limited

Milton, Ont.

TORONTO WAREHOUSE: 19 Jarvis Street

F. J. Schuch, Agent



BLACK DIAMOND ROOFING

No Retailer need have any scruples in recommending this roofing to his customers.

The quality is uniform, we make sure that each roll is as it should be before it leaves the factory.

It has stood the test of years and still maintains its reputation as a leader.

Look into this proposition, it will pay you to do so.

We also manufacture all kinds of wrapping paper.

Alex. McArthur & Co., Ltd.

82 McGill St., Montreal

F. J. COX, Winnipeg

Sole Agent for West

**WELL SEASONED,
WELL BALANCED,
WELL FINISHED.**

These are the points that make our line most popular among players.

Still's Hockey Sticks are made of second growth rock elm and are the most satisfactory line that you can handle.

STILL'S HOCKEY STICKS

"STILL'S SPECIAL" is our highest grade stick—a stick for professional players.

"EMPIRE," inferior only to "Special"

"IMPERIAL," a good all-round stick.

"CHAMPION," the leading boys' stick.

Write us at once for full particulars and prices.

J. H. Still Mfg. Co., Ltd.
St. Thomas, Ontario.

Get the Local agency for "Safelock" Wire Fence



You will find "Safelock" the best selling line of fence you ever handled, because you can prove by actual demonstration that it really is the strongest fence made.

Look at this little cut—note how the stay wires interlock where they wrap the strand wire. You simply cannot make a "Safelock" stay slip in any direction. And, as the strand wires are not kinked, at the lock, every wire retains its full strength.

Better write us to-day about getting an exclusive "Safelock" agency for your locality

The Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont.

Western Agents: The Brandon Safelock Fence Co., Brandon, Man.

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear
this Trade-Mark

LUFKIN

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY **THE LUFKIN RULE CO. OF CANADA, LTD.**
ALL JOBBERS. WINDSOR, ONT.



CATALOGUE
ON REQUEST

Est. 1868.

Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve

Medals



Awarded

By JURORS at

**International Expositions
Special Prize**

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910



VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service,
nothing to equal them has
ever been made.

Manufactured solely by

**THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED**

Toronto Montreal Halifax Winnipeg Calgary Vancouver

Nitrate of Lead

**Best English Make
5 Cwt. Casks.**

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

Imitated but not Equalled

STANLEY'S

Wrought Steel

BUTTS and HINGES

The Standards of the Hardware World
on your shelves will give your
store a reputation for quality
which will result in New Customers
and Increased Profits.



THE STANLEY WORKS

NEW BRITAIN CONN. U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg.
New York: 115 Broadway.

Toronto: 143-149 University Ave.
Chicago: 140 S. Dearborn St.

Winnipeg: 34 Royal Bank Bldg
London, Eng.: 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, DECEMBER 16, 1911

NO. 50

POCKET KNIVES
H. BOKER & Co's
IMPROVED
TREE BRAND
TRADE MARK
CUTLERY
RAZORS SCISSORS

Canadian Agents, DORKEN BROS. & CO. MONTREAL

GALVANIZED WIRE NETTING

"LYSAGHT'S"

Best Quality.

Well Made

As level as can be produced.

Prompt delivery, stock or import.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

Taylor - Forbes **LAWN MOWERS**

The large increase in our Lawn Mower sales for years past proves that our machines are creating a great demand and are giving absolute satisfaction to the dealer. When it comes to quality, finish, easy running, and durability, Taylor-Forbes Lawn Mowers lead all other makes.

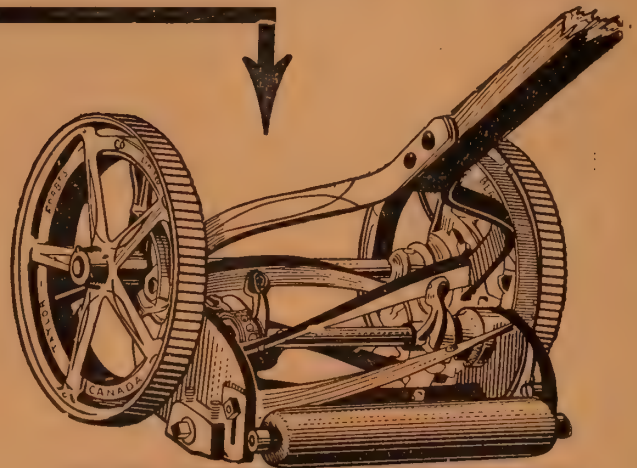
All machines are self-sharpening and have extra long bearings which permit their use a long time with little oil. The encased gears prevent dirt from clogging the working parts.

"TAYLOR-FORBES SALES MEAN GOOD PROFITS"

Ask your jobber about our mowers---if HE does not stock them, write us direct.

Taylor - Forbes Company, Limited,

- Guelph, Ont.



REPRESENTED BY:—Taylor-Forbes Co., Ltd.—246 Craig St. W., Montreal; H. G. Rogers—53½ Dock St., St. John, N.B.; W. A. MacLennan—Vancouver, B.C.; J. B. H. Rickaby—Victoria, B.C.; H. F. Moulden & Son—Traveller's Bldg., Winnipeg; Canadian United Mfrs Agency—London England.



Big Ben Christmas Helps

Half a dozen Big Ben in your Christmas window will add life and ginger to the brightest display.

Have your customers take one with the rest of their Christmas gifts, tell them to arrange those that won't go inside in little piles around each stocking.

Then when the folks have gone to sleep, have them *sneak into each bedroom* a jolly

faced Big Ben and let him wake them on Christmas day. "Merry Christmas, will ring Big Ben, may I wish you many of them."

Big Ben advertisements are appearing in the Christmas issues of the leading Canadian Magazines and in all United States Magazines having a Canadian circulation.

With every half dozen you buy from your jobber you'll get a complete set of Window Display Helps. If you make it a full dozen order, you'll get a solid mahogany display stand and two sets of display helps. If you buy them in lots of 24, it means \$24.00 on the profit side of your cash drawer—

In broken and dozen lots, \$2.20 less 5%. In lots of 24, \$2.10 less 5%.

The Western Clock Co., La Salle, Ill.

Sold by 53 Canadian wholesale distributors.



YOU can make sharpening stones one of your sellers if you handle Carborundum Sharpening-Stones. There is a customer in every user of edge tools—a Carborundum Sharpening Stone for every sharpening need—it's a stock that moves the year 'round—the demand is always growing.

We do our share in meeting the call by producing a sharpening stone that gives a better edge in less time, that lasts longer, and doesn't fill or glaze—by creating the demand with national advertising—by aiding the dealer with advertising material, window displays, display cases, and other trade helps. The dealer can do his part by ordering a stock NOW and letting his customers know he is a Carborundum dealer.

Write for prices, discounts, catalogs, and complete details.

The Carborundum Company,

Niagara Falls, New York.

Branches in London, England.



These Two

"YANKEE" TOOLS

are Catching the Mechanics

Same tool as the popular No. 30, but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

**Quick Return
No. 130**



"YANKEE"

Push Brace No. 75

Bores $\frac{3}{8}$ " holes in any kind of wood in half the time of a Bit-Brace and does it easier. Drives and draws screws---takes all the small tools and works in close quarters where a Bit-Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver. *These Are the Coming Tools.*

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



FAIRBANKS-MORSE ECLIPSE PUMPER

Will fill a long felt want of the farmer. It renders him independent of the wind for supplying water to his cattle.

A guaranteed Fairbanks-Morse engine is part of the outfit which can be attached to any pump. This device will pump 1140 gallons per hour against 140 foot head, with the consumption of only one pint of gasoline.

The engine may, with very little trouble, be used also to operate a separator, churn, food cutter, and for many other purposes, where small power is desired.

Every dealer can find a ready sale for this Eclipse Pumper in his own district. The reasonable price is enough to cause every farmer to desire to own one, and besides that there is a handsome profit for the dealer.

Prices and full particulars on application.

SEND FOR CATALOGUE

The Canadian Fairbanks-Morse Co., Limited

Fairbanks Standard Scales, Fairbanks-Morse Gas and Gasoline Engines, Safes and Vaults.

ST. JOHN MONTREAL TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

S.M.P. Royal Nickel Plated Tea Kettles

Made of Finest Sheet Copper, Heavily Nickeled

Bodies and Bottoms stamped in one piece.



Pit Bottoms

Nos. 7, 8, 9.

Prices on Application



Flat Bottoms

Nos. 50, 60, 70, 80, 90.

Spouts Double Seamed to body with handle stops on ears.

Each Kettle is packed separately in a cardboard box.

THE SHEET METAL PRODUCTS COMPANY OF CANADA, LIMITED

Successors to

KEMP MANUFACTURING COMPANY

MONTREAL

TORONTO

WINNIPEG



What's Better

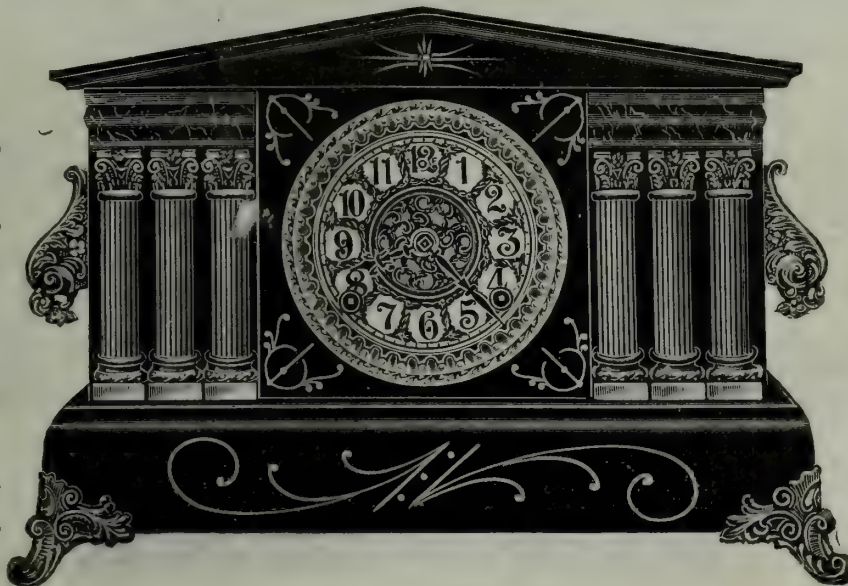
as a gift for Christmas, New Year or a Birthday
than a

Watch or Clock?

YOU can do a splendid business in this line all
the year around. Particularly at this Season.

Our
Catalogue No. 46
of
Sporting Goods
devotes 9 pages to
**CLOCKS and
WATCHES**
Send for it NOW.

It's a good line for
Hardwaremen to
handle.



We have a big
Line of these in
attractive and
fast selling styles.

Order in a
Sample lot at
once.

CLEBURNE

Double Tone, Cathedral Chime, 8 Day, Half Hour Strike,
Enamelled Wood, Green Marbleized Mouldings, Gilt Columns, Gilt
Perforated Dial. List \$16.00.



No. 90. Nickeled. | No. 91. Gun Metal
List, \$1.30 | List, \$1.40
16 Size, Stem Wind and Set, Snap Back



No. 7542. Horse Shoe Alarm.
Nickeled Case, Silver Dial,
Beveled Glass, Height 4 inches.
List, \$3.70 each.



No. 8000. Musical Alarm.
For Mantle or Desk.
Nickeled Case, Brass Front, Glass Sides,
Height, 7 1/4 inches. List, \$4.00 each.

Order by Mail, Phone or Wire—We'll ship Immediately.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

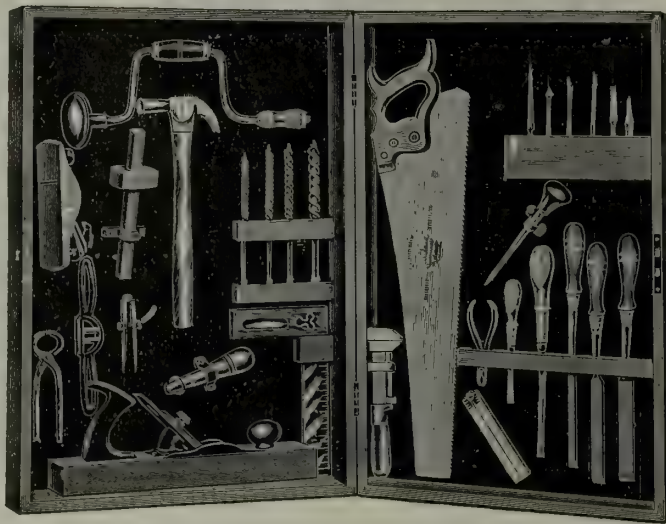
TORONTO

VANCOUVER

Every Merchant Can Sell Tool Cabinets

at a good profit this time of the year, as they make a very useful Holiday Gift.

No
Hardware
Stock is
Complete
Without
Them.



Try
an
Assortment

Tool Cabinets

Tool Cabinets are one of the best selling lines during the holiday season and can be turned over at a good profit.

Our prices range from 85c each to \$20.00.

Place a sample order with us for an assortment. If you are looking for large profits, investigate this line.

We Ship Promptly.

Ask our Travellers about them.

We Ship Promptly.

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND METAL MERCHANTS



MONTREAL

-

-

CANADA



The High Quality
and Artistic ∴ ∴
Designs of ∴ ∴

COMMUNITY SILVER

are so well known now that ladies will go from store to store till they get this heavily-plated silverware.



Is Your Store One of Those They Have to Pass ?

It need not be. We carry a large stock ready for immediate shipment. We can furnish attractive advertising electros free, so that you can advertise your store as a Community Depot.

Every Piece of Community Silver Sold is a Lasting Advertisement for the Store that Makes the Sale.

We have five beautiful designs, all shown in our Catalogue.

Made in a plate heavier than triple, the most durable platedware made.



Gaverhill Searmont & Co

SOLE WHOLESALE DISTRIBUTORS
MONTREAL and WINNIPEG

The
Steel Company of Canada
Limited



LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples.



District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

J. B. H. Rickaby, Victoria, B.C.

H. G. Rogers, St. John, N.B.

Geo. D. Hatfield, Halifax, N.S.

RUSH WEEK!



*"'Twas the Week Before Christmas and All Through the Town
Every Creature was Stirring Around and Around."*

Take for granted we are ready with everything that can be done to insure prompt service all next week. Don't forget the Night Lettergrams for telegraphing rush orders.

H. S. Howland, Sons & Co., Limited

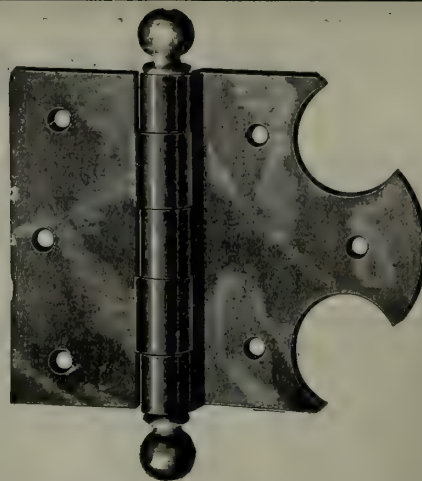
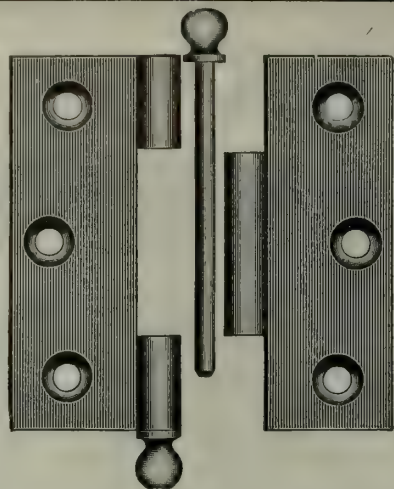
WHOLESALE HARDWARE

TORONTO

Graham Nails are the Best.

We Ship
Promptly.

Our Prices
are Right



SOME IDIOT

ONCE SAID:—"A HINGE IS A HINGE—QUALITY COUNTS FOR NOTHING."

- ❑ Don't you often think of the sales you lost to the concern down the street?
- ❑ In a majority of cases wasn't the would-be customer after a superior article than what you had in stock?
- ❑ Don't content yourself with an inferior grade in builders' hardware.
- ❑ Stock up with "Crescent Brand" Goods—then you'll have the best and can sell the best.

FOR SALE BY ALL THE LEADING WHOLESALE HARDWARE HOUSES.

Canada Steel Goods Co., Hamilton, Canada

HOLIDAY SUGGESTIONS



Nickel Plated Trays

Round, Oval and Oblong

Assorted designs

In all sizes from 12 to 18 inches



Delft Tea Pots

(German)

with pretty hand-painted designs and solid nickel silver trimmings

3 sizes— $\frac{2}{3}$, 1, $1\frac{1}{3}$ litres—also stands to match.



Nickel Plated Tea Pots

Handsome in style and finish
Sizes from 2 to 6 pints

Polished Brass Cuspidors,
Jardinieres, Fern Dishes,
Flower Baskets,
Nut Crackers and Picks, etc.

Prices lower than you think, quoted on application

The Thos. Davidson Mfg. Co., Limited

MONTREAL

TORONTO

WINNIPEG

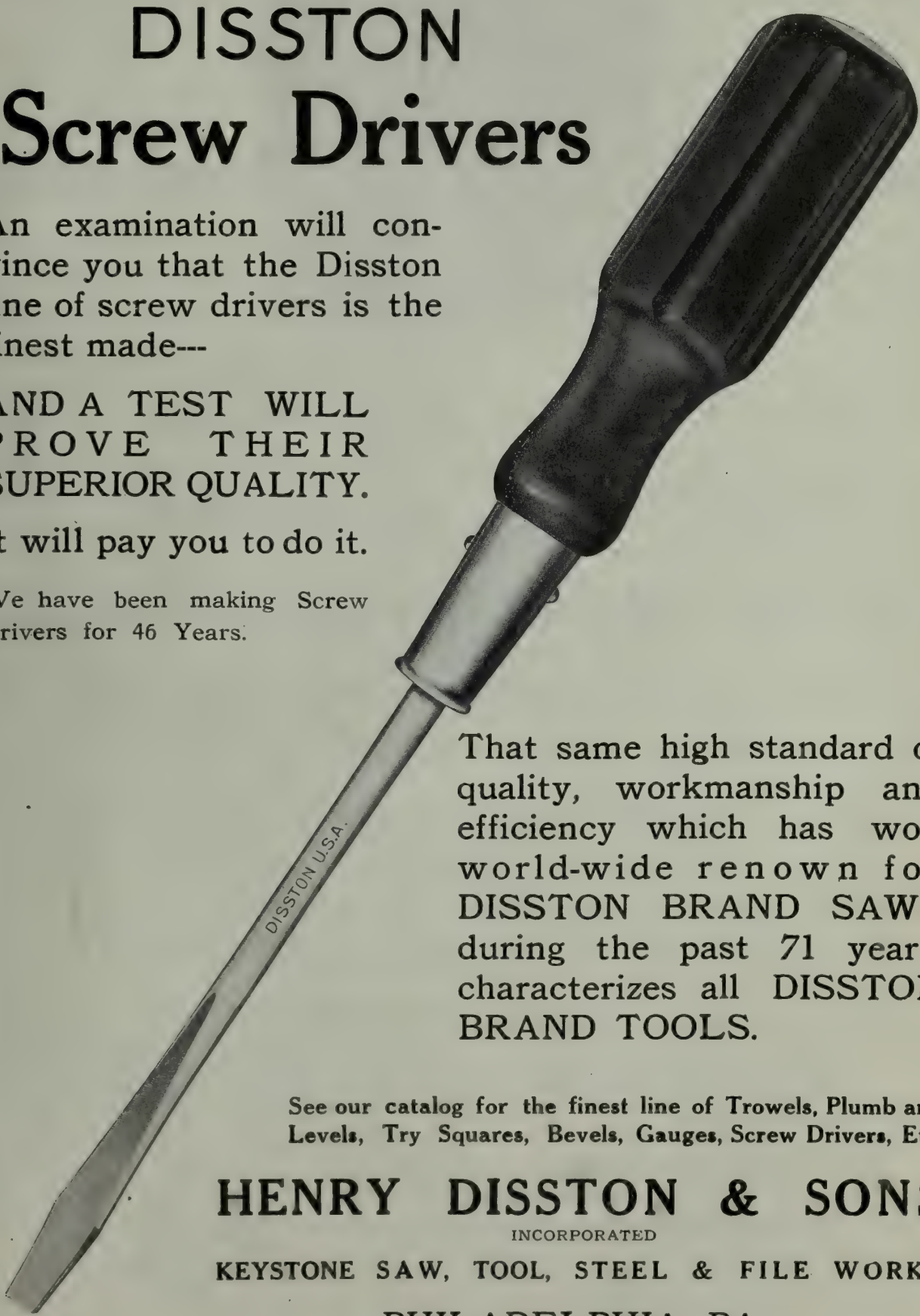
DISSTON Screw Drivers

An examination will convince you that the Disston line of screw drivers is the finest made---

AND A TEST WILL
PROVE THEIR
SUPERIOR QUALITY.

It will pay you to do it.

We have been making Screw
Drivers for 46 Years.



That same high standard of quality, workmanship and efficiency which has won world-wide renown for DISSTON BRAND SAWS during the past 71 years, characterizes all DISSTON BRAND TOOLS.

See our catalog for the finest line of Trowels, Plumb and Levels, Try Squares, Bevels, Gauges, Screw Drivers, Etc.

HENRY DISSTON & SONS
INCORPORATED

KEYSTONE SAW, TOOL, STEEL & FILE WORKS

PHILADELPHIA, PA.

Canadian Works--FRASER AVE, - TORONTO, ONT.



The Mark That Stands For
The Best in Rope

The Facts About Rope

Why not consider some of the common-sense reasons why PLYMOUTH Manila rope is a good investment for you — a profit-maker in every sense of the word? These facts have started hardwaremen thinking:

PLYMOUTH ROPE "The Rope You Can Trust"

1st. *Gives more pounds of satisfaction to an ounce of weight than any other rope made.* Isn't it reasonable to expect that when a rope gives good value for the money, the buyer will come back for more?

2nd. *Outlasts all other ropes.* When the marked durability of rope will convince buyers that they want no other, isn't their steady trade fairly well assured?

3rd. *Is the best possible advertisement.* When you get the reputation of handling a *very fine rope*, isn't it natural that you get customers that would otherwise go elsewhere?

Is it good business to offer your customers cheap rope when you know that PLYMOUTH Manila gives them more for their money and at the same time helps to "boost" your trade? Why not ask your jobber to send you PLYMOUTH next time?

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at
TORONTO
ST. JOHN

MONTREAL
WINNIPEG

HALIFAX
VANCOUVER



Est^d
1809

EVERED

&C^o
L^{td}

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:

27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of
Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire
Mattresses.

Brass and Copper and Brass Cased
Tubes.

Rolled Brass and Copper.

Switch Gear.

CANADIAN TRAVELLING REPRESENTATIVE:

Geo. H. Saywell

-

Saskatoon

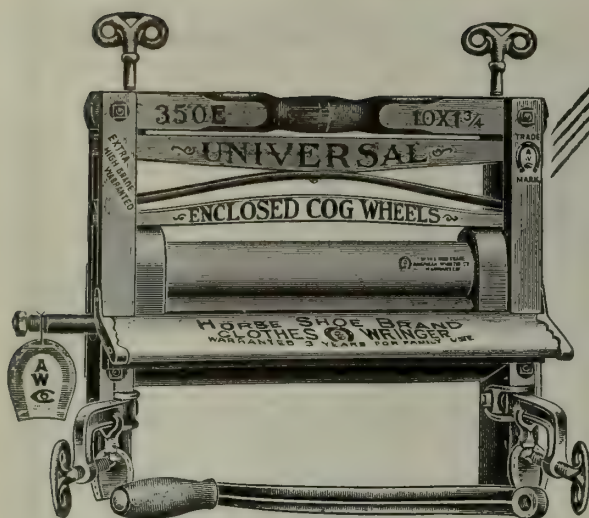
LOCAL REPRESENTATIVES:

H. A. WHITEHEAD, 86 WELLINGTON ST. WEST, TORONTO

THOS. CARLYLE, 177 WATER ST.,

WINNIPEG

ASK OUR SALESMEN TO WAIT UPON YOU.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Roll.
No. 350E	No. 380E	10 x 1 3/4 in.
No. 351E	No. 381E	11 x 1 3/4 in.

**We are the Largest
Wringer Manufacturers
in the World**

We have the very best facilities for turning out goods of the highest quality.

Our wringers are very attractive; and, if placed in a prominent position, they are certain to PULL TRADE YOUR WAY.

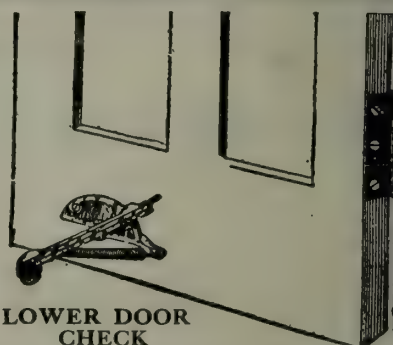
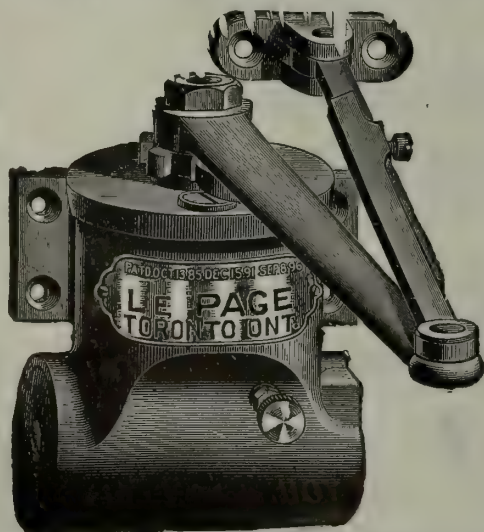
Write for catalogue No. 9 which contains cuts and descriptions that will be of great interest to you.

**The
American Wringer Co.
New York**

Start the New Year RIGHT

by putting in a stock of articles that give absolute satisfaction to your customers and bring YOU good profits.

The "LE PAGE" Patent OIL DOOR CHECK and SPRING



The "Le Page" Patent Oil Door Check and Spring makes every user enthusiastic and will form a strong foundation for a successful 1912.

It is the only door check made without packing in its working parts, assuring absolute freedom from packing friction.

You can realize their true value when the Toronto Public Schools, Eaton's, Simpson's, etc., use them exclusively.

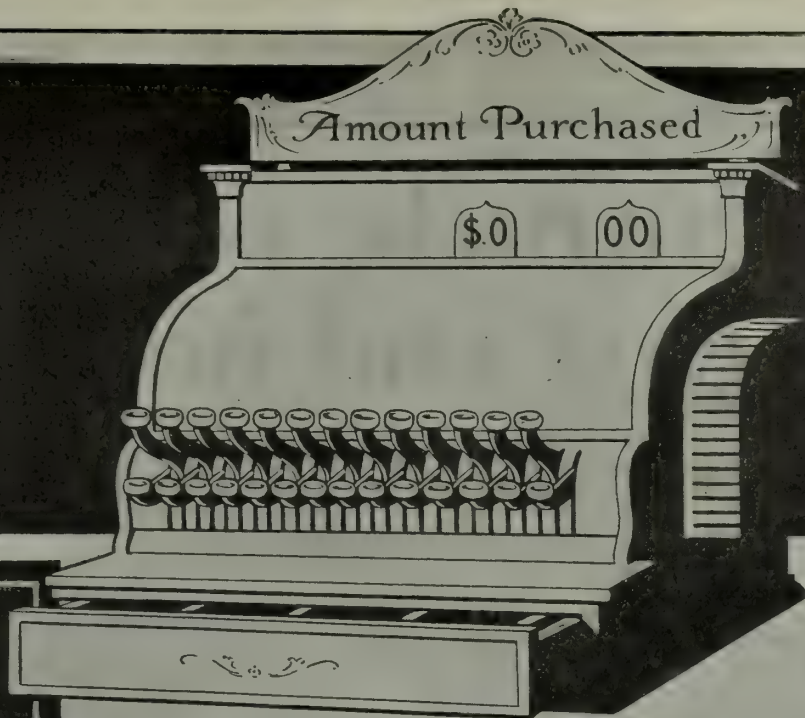
We guarantee "Le Page" checks and springs to give perfect service.

We will send one on trial to any responsible dealer. Write us at once.

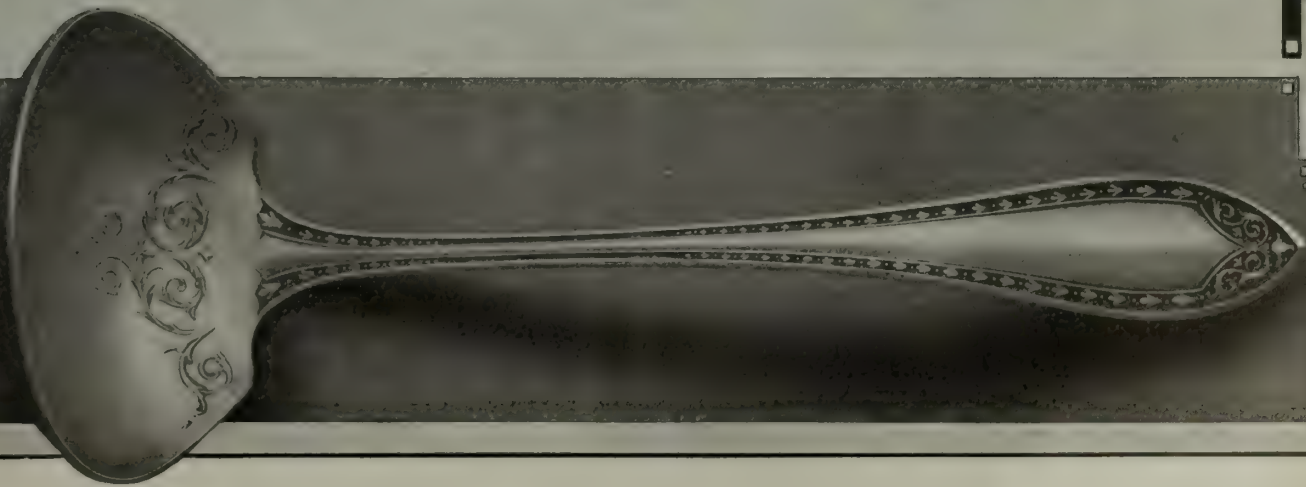
WM. KEATING

266 MACDONALD AVE.

TORONTO



I F you want to save wear on your cash register — *Don't* let people know that you carry ~ ~ ~ COMMUNITY SILVER *and* RELIANCE PLATE



Why handle cheaply made cast end heaters?

Why, when you can buy heaters with no castings in their construction at all—heaters made so they won't bend or break—heaters that please your customers and help you sell more goods

***Satisfied Customers
are your best asset***

You make that kind of customers when you sell them the celebrated

CLARK HEATERS

and they cost you no more than the heaters of inferior quality with cast ends.

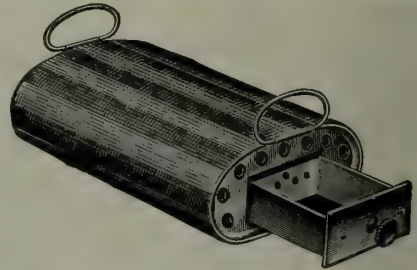
Furthermore, Clark heaters are the only heaters that are now being advertised to your customers. They are the only heaters that have ever been advertised to users in Canada, and every advertisement asks the reader to go to his dealer for the heater.

Do not be misled. The heaters that sell best in Canada and every other country where heaters are used, are the Clark Heaters—they are made better, please better and offer as good or better profit. Almost every jobbing house of note in Canada handles the Clark Heaters—They must be best and we know you will find them so.

Insist on Clark Heaters. It pays.

CHICAGO FLEXIBLE SHAFT CO., 250 Ontario Street, CHICAGO

Some Good Sellers from the Clark Line



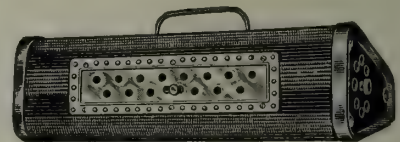
No. 5B Clark Heater

No. 5B Heater is light and handy, yet very enduring and sightly. Is 12 inches long and weighs 4 pounds. Heats quickly, furnishing a mild and comfortable temperature. This heater is used quite extensively by farmers, mail carriers and milkmen. Covered with fine Brussels carpet.



No. 3D Clark Heater

Our No. 3D Heater is one of the most popular sellers, being very strong and durable. It is 14 inches long and weighs 7 pounds. Has fine asbestos lining and is covered with Brussels carpet; has braid binding. Easily cleaned by brushing. Ends are of triple strength white metal.



No. 7D, showing side and end ventilators.

No. 7D Clark Heater

No. 7D Heater, a well known and popular style, having flat, slanting top, and having ventilators in both ends and at the side with which it can be made to throw out as much or as little heat as may be desired. Is 14 inches long, and weighs 9 pounds. Has cold drawn steel ends, heavily nickel plated and is covered with superior Brussels carpet.

EVERY SPORTSMAN WANTS ONE



WRITE
TO-DAY

This 14-Candle Power Lamp projects a bright white light 150 feet on the darkest night and fills every lighting requirement for the Camper, Hunter, Angler and Trapper. The

BALDWIN CAMP LAMP

EVERY LAMP
GUARANTEED

weighs only 6 ounces—ready for use—4 inches high. Can be worn on cap or belt, leaving both hands free with rod, gun or knife.

OUR SEVEN MONTHS' ADVERTISING CAMPAIGN

from April to September inclusive for the past two years has put the Baldwin Camp Lamp before more than SIX MILLION READERS of the country's sixteen leading Sporting Goods Magazines.

WRITE FOR OUR 1912 SPECIAL SELLING PROPOSITION

Every Sporting Goods and Hardware Dealer should know all about this Easy Selling Staple. Over 200,000 sold last year. What part of this profit did you get?

JOHN SIMMONS CO., 25 FRANKLIN STREET, NEW YORK CITY
B-32 BOARD OF TRADE BLDG., MONTREAL, CANADA



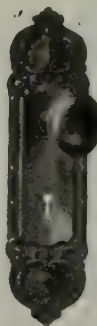
Salem



Kingston



Morrow



Turenne
ONTARIO



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd. PETERBOROUGH

"New Designs"

See Our 1911 Supplement CANADA

Sell ceilings for large profits

We are hammering the PRESTON Steel Ceiling idea into the public mind these days by a strong series of newspaper ads.

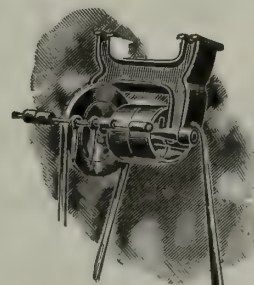
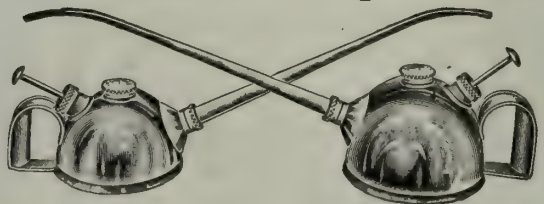
The result will be reflected in inquiries that will come to you. Are you ready to handle these inquiries and nurse them into orders?

The profits on PRESTON Steel Ceilings are large, and—as a side issue—you will most likely land the paint order that has to be given when PRESTON Steel Ceilings are to be used.

Have you on file our Catalogue No. 24 and our trade price list 48?

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

Howland's Pump Oilers



For sale by
all Jobbers
in Canada.

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

WHAT FILES

are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson-made Files. These are the favorite made-in-Canada Nicholson Brands:—

“American”
“Arcade”
“Great Western”
“Globe”
“Eagle”
“McLellan”
Kearney & Foot
“J. B. Smith”

Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.

Our long experience, special machinery, special methods, specially trained men and specially made steel, stand back of every dealer who sells Nicholson-Made Files.

Your Jobber sells them

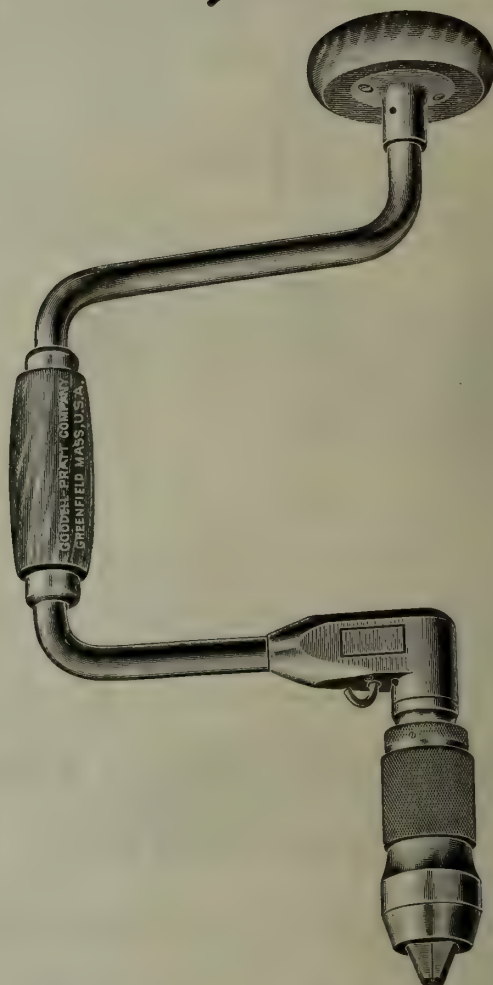
**NICHOLSON
FILE CO.**

(Dominion Works)

PORT HOPE - ONT.

J.B. & Co.

Goodell-Pratt's



BRACES

Dealers looking for a high-class Brace to offer their trade will do well to examine those of our manufacture.

Every tool is up to the well-known Goodell-Pratt standard, and we have some exclusive features that are interesting.

Goodell-Pratt Co.

Toolsmiths

GREENFIELD

MASS., U.S.A.

It Is Very Generally Admitted

that

1847 ROGERS BROS.  **Ware**

in

Spoons, Forks, Cutlery and Fancy
Serving Pieces is the standard with
which all other makes are compared,
and it is the heaviest triple-plated
table silverware obtainable.



THE
1847
GIRL



The dealer handling **1847 ROGERS BROS. Ware**
should **TALK QUALITY.**

We stand back of every piece and
ask that the dealer co-operate by
giving careful consideration to any
claim that may be made by a dis-
satisfied customer.

Remember there are other **ROGERS**
and other makes of silverware, but
there is only one **1847 ROGERS BROS.**---the
genuine.

Sold by Leading Dealers everywhere.

MERIDEN BRITANNIA CO.

HAMILTON, CANADA

TALK QUALITY

The merchant handling "1847 ROGERS BROS." silver plate is urged to "talk quality." He need not hesitate to do so, for "1847 ROGERS BROS." is the heaviest and best silver plate made.

Our absolute guarantee is back of every piece and we will gladly replace any article bearing the "1847 ROGERS BROS." trade mark that does not give complete satisfaction in any household.

The merchant who is NOT handling "1847 ROGERS BROS." silver plate is not getting his share of the benefits that are to be derived from the reputation of the ware and the enormous advertising—strong, well-balanced, convincing, all-the-year-round advertising—backed up by honest silver plate, a plate that has stood for the best in its line for over sixty years.

The merchant who is not handling "1847 ROGERS BROS." ware might be likened to the fellow who is rowing his boat up stream. If he is a good salesman, is patient, and spends time enough, he may get along, but the wise merchant who finds himself in this position will pull about, close out his uncalled for lines, stock "1847 ROGERS BROS." ware and row down stream, or in other words follow the line of least resistance. He will achieve success much more quickly, for "1847 ROGERS BROS." goods are the most widely and the most favorably known of all silver plate, and all that is necessary for him to make a sale is to tell his customer the ware he is offering is the genuine and original "1847 ROGERS BROS."

MERIDEN BRITANNIA CO.

HAMILTON, - - - - CANADA

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

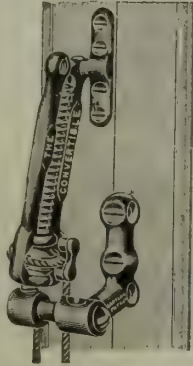
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1796 IRON

$\frac{3}{8}$ screw 4/-
 $\frac{1}{2}$ " 6/6

1795 BRASS

$\frac{3}{8}$ screw 5/6
 $\frac{1}{2}$ " 8/6

1797 GUN METAL

$\frac{3}{8}$ screw 6/6
 $\frac{1}{2}$ " 10/6
each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable,
and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on
application to wholesale Hardware Merchants.



TWO NEW DESIGNS

THE ATLAS and THE COSMOS

Heavy and Massive in Effect.

Particulars on Request.

P. & F. CORBIN

Division American Hardware Corporation
NEW BRITAIN, CONN.

Our Brands

of

Shovels

are:—

LUNDY

PETERBORO'

DEMON

LUNDY SHOVELS

will appeal to Jobber and Dealer alike, because of their superiority in quality and finish; their greater smoothness of handle and finish of blade will surely please the customer.

We manufacture nothing but a **WELDED SHOVEL** because we are convinced of its superior strength and durability over all other shovels manufactured.

We can promise the promptest shipments to any point.

Look for our Trade Mark
on every handle.

**THE LUNDY SHOVEL AND
TOOL COMPANY, LTD.,**

PETERBOROUGH, ONTARIO

Western Agents, TEES & PERSSE of Alberta, Limited, Calgary, Winnipeg.



Write For Catalogue

A

Sensible Present



ATKINS Sterling SAWS

Add them to your Christmas display. Show them among your Silverware and Christmas Novelties. Suggest them to the woman who "doesn't know what to give him." Suggest a Genuine ATKINS STERLING HAND SAW instead of some jimcrack that isn't wanted or will not be appreciated.

Better look over your stock now and order in a proper assortment, for if you follow our advice, you are likely to sell more saws in December than you have ever sold in any one month before.

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

Factory: HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind

For Elevator, Haulage
or Other Strenuous Use

there is nothing better made than

Greening Wire Rope

All wire used in Greening Ropes is subjected to a complete set of the severest tests before being made into rope, and you have our unmistakable guarantee back of every piece of rope you sell.

We are makers of special Hay Fork Ropes, Saw Carriage Ropes, Smoke Stack Stays, Hay Halyards and other purposes.

Along with the wire rope you can do good business selling Greening's Rope Grease and Rope Fittings.

Study the Greening catalogue. It is full of points of interest for the hardwareman.

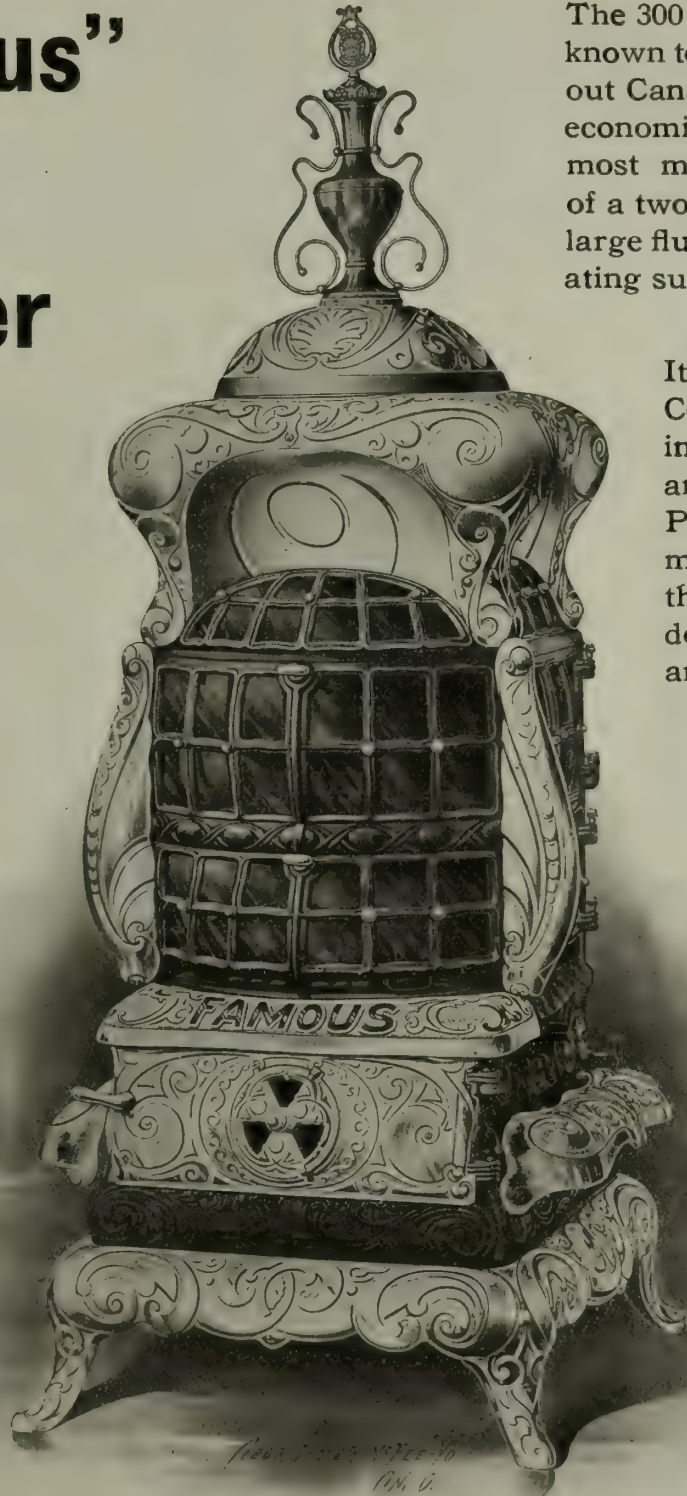
The B. Greening Wire Company,

LIMITED

HAMILTON and MONTREAL

"Famous" Base Burner

==
**No. 300
Series**



The 300 Series is favorably known to the trade throughout Canada as a first-class economical heater. It is the most modern construction of a two-flue stove, having large flue capacity and radiating surface.

It has the Famous Combination Shaking and Duplex Grate and Semi-Steel Fire Pot, which can be removed and replaced through the front doors, large ash pan and coal magazine.

Every stove is a double heater and the warm air can be conducted to another room. Has elaborate carved, highly polished nickel trimmings, making it a handsome piece of furniture for any home.

McCLARY'S

TORONTO

MONTREAL

LONDON

VANCOUVER

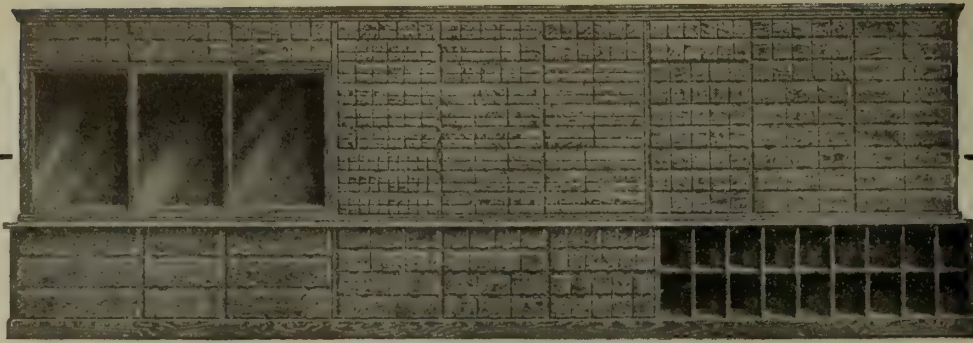
ST. JOHN, N.B.

HAMILTON

WINNIPEG

CALGARY

SASKATOON



Attractive, Convenient, Durable, Reasonable in Price.

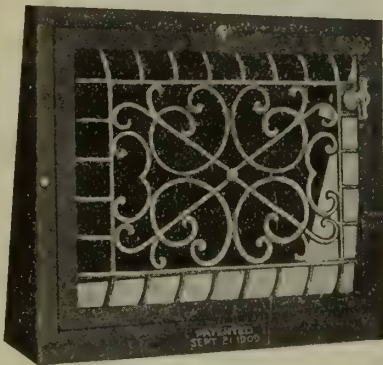
Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving

and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

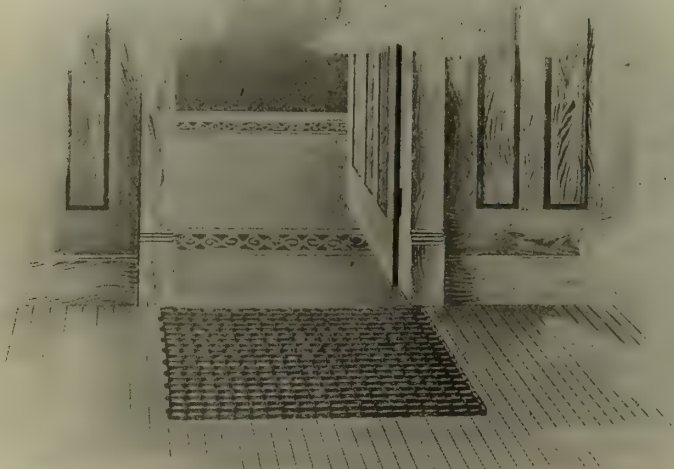
Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



**Premier Flexible
Steel Mat**


is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 feet to 100 feet. Special mats made to order on short notice.

The Schultz Manufacturing Company, Limited

HAMILTON, CANADA

Toronto Agent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.





THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in nearly every instance.
They save the labor by performing it.
They are neat, inexpensive, durable and agreeable **HELPERS**.
Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively

This Trade Mark Ensures Genuineness Originality Perfection Satisfaction



Oakey's

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

NICKEL


The Canadian Copper Co.

NIKCEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



The FORD Twist saves the wrist

We are firm in our belief that the **FORD AUGER BIT** has no equal to-day—it has the **TWIST THAT SAVES THE WRIST**, surpassing all similar designs. Electricians, Patternmakers, Car Builders, etc., from every part of the country have voluntarily written us telling of the perfect results they invariably secure with the **FORD**. How it stands up under severe strain, where all others fail, of their marvel at its great speed; its smooth, easy boring, and expressing utmost confidence in a

Ford Auger Bit

wherever the work at hand demands absolute accuracy. Isn't the experience of these skilled workmen worth something to you? Profit by their knowledge—don't experiment with other bits, but buy the **FORD**, that's been proved by test to be the best. Get acquainted with "The Twist that saves the wrist."

If your jobber hasn't the **FORD**—write us his name and address and we will see that you are supplied.

Ford Auger Bit Co.
Holyoke, - Mass.

PEASE FURNACE



Economy Furnace---300---Series B.
Cased with Vertical Shaker.

Our Motto is not "How Cheap" but "How Good" can we make it.

The result of practising this motto is our unblemished reputation for the last 36 years of producing the best furnace in every way.

"Ask the man who has one"

Write for a copy of our new Illustrated catalogue.

PEASE FOUNDRY COMPANY
LIMITED

Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG



**CAP
and**



SET SCREWS

also



SPECIALS



PRODUCTS of any description that may be made from bars of Iron, Steel or Brass will be made to customers' specifications and samples, quickly and accurately. Immediate quotations on your samples and drawings.

We carry a complete stock of regular Cap and Set Screws, "V" or U.S. Threads, also S.A.E. Standard, Plain or Castellated, Soft or Case-hardened, and Semi-finished Castellated Nuts ready for immediate shipment.

THE NATIONAL-ACME MFG. CO.

MONTREAL, St. Decourcelles & G.T.R.

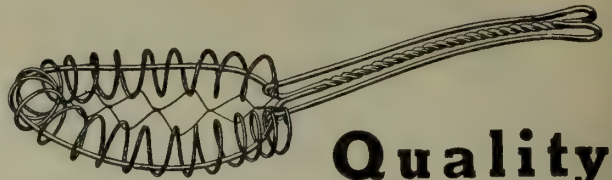
CLEVELAND, OHIO, 7500 Stanton Avenue
NEW YORK, N.Y., 77 White Street
CHICAGO, 549 Washington Blvd.
BOSTON, 141 Milk Street
DETROIT, 1222 Majestic Bldg.
ATLANTA, 3rd Nat'l Bank Bldg.

Factories

CLEVELAND, MONTREAL

Warehouses

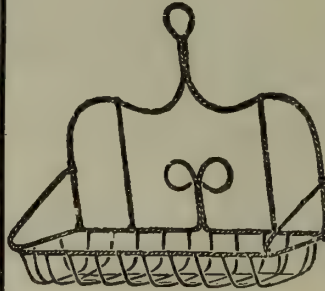
CHICAGO, NEW YORK



**Quality
Goods**

that are

**YEAR - ROUND
SELLERS**



These wire goods are the kind the housewife wants--the kind that gives the most service for money invested.

Our goods have been on the market for years and have always given the highest satisfaction.

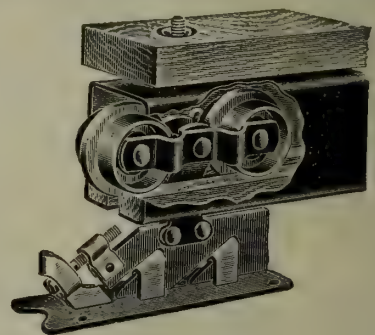
It will pay you to stock them NOW.

Write for Catalog and prices.

Andrews Wire Works of Canada, Ltd.

Watford, Ont.

Rockford, Ill.



Richards Royal

House Door Hanger is recognized by dealers as the leader in house door hanger construction.

Live dealers sell RICHARDS ROYAL for the satisfaction and profits it brings.

Are you getting this profit?

Richards-Wilcox



MANUFACTURING CO.
AURORA, ILL. U.S.A.



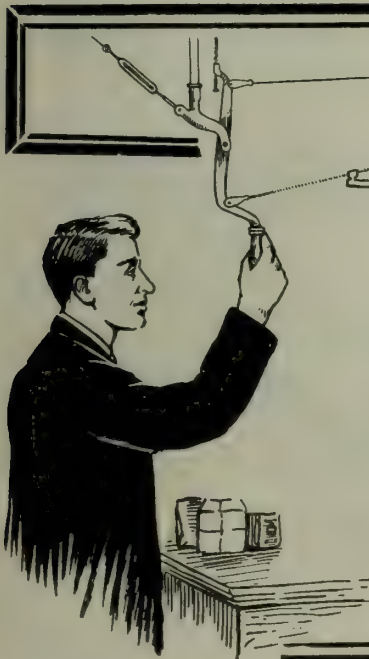
Door Hangers and Hardware Specialties

Ermarine Paper Bag Cookery

REGD.



Get your regular customers interested in ERMALINE COOKING BAGS—show them how they save the housewife trouble and expense, and then, watch your sales grow.



Mr. Hardwareman

HAVE YOU EVER STOPPED TO CONSIDER THE INTRINSIC VALUE OF OUR UP-TO-DATE

Cash and Package PERFECT CARRIER SYSTEMS

Besides adding a business-like appearance to your store it will enable you to gain the favor of your customers by giving them quick service.

Our Carriers work smoothly, and are simple, strong and durable.

Write at once for catalog and price list—
they will prove to be of interest to you.

HAMILTON BRASS MFG. CO., Limited Hamilton, Ont.

MONTREAL OFFICE—327 Craig St. W.

Improved Patent Flush
Handle



For Prices, Catalogues, etc., apply to

F. H. SCOTT; 133 Coristine Bldg., Montreal

CHESTERMAN'S MEASURING TAPES

Linen, Metallic
and Steel

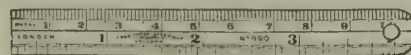
TRADE



MARKS

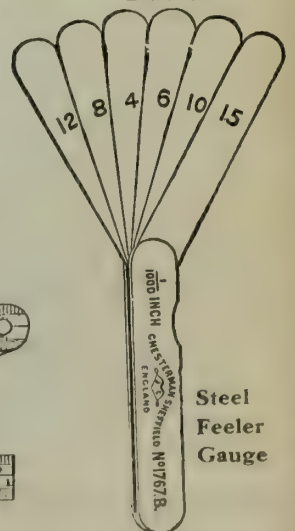


TREBLE



Steel Rules, Gauges, etc.

Engineers' Small
Tools



Steel
Feeler
Gauge



YOUR SUGGESTION OF A Cummer-Dowswell Wash Day Labor Saver

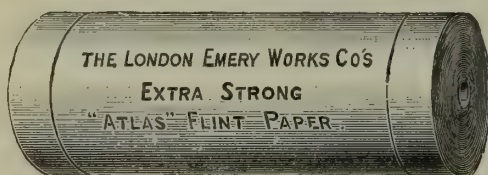
Will help your customer solve that Xmas Gift Problem. They fit every purse and there is nothing that will be more acceptable or afford a woman such satisfaction. It will keep her happy 52 wash days every year. Sold everywhere.

MADE BY
Cummer-Dowswell, Limited
HAMILTON, ONT.

EASTERN AGENTS
W. L. Haldimand & Son
MONTREAL, Que.

WESTERN AGENTS
H. F. Moulden & Son
WINNIPEG, Man.

Flint Paper and Cloth Emery Paper and Cloth IN ROLLS



The highest grade of Flint and Emery Paper and Cloth in rolls for wood-working factories etc., etc. Also Garnet paper made on specially prepared Manilla paper.

FULLY GUARANTEED

Remember it is "ATLAS" Brand. Used all over the world.

WRITE FOR SAMPLES

The London Emery Works Co., London, Eng.

W. FRANK MURPHY

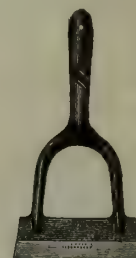
Canadian Representative

55 St. Francois Xavier Street

Main 83

MONTREAL, Can.

ROBERT SORBY'S CELEBRATED KANGAROO BRAND **TOOLS** of all kinds



LISTS AND PRICES FROM

ROBERT SORBY & SONS, LTD.
SHEFFIELD - ENGLAND

SAMPLES AND PRICES THROUGH

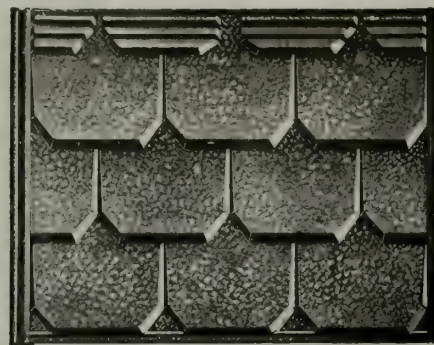
G. H. SAYWELL, Saskatoon

Agent for Saskatoon and District



The Hardwareman

Who is selling and pushing



Eastlake Steel Shingles

IS DEVELOPING A PERMANENT, PROFITABLE ROOFING TRADE.

DO not endanger YOUR trade by offering substitutes. Sell the ORIGINAL, the STANDARD STEEL SHINGLE OF CANADA, the Shingle that has been MAKING GOOD FOR TWENTY-SIX YEARS and that is still making good. That shingle is the "EASTLAKE."

WRITE US NOW FOR FULL PARTICULARS, CATALOGUE AND TRADE PRICES

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

(C.47)

THE TYPEWRITER and THE PRICE

If you could buy a typewriter for \$25.00 that was originally sold for \$125.00, and you were convinced it would give you years of excellent service, you would think it a bargain, wouldn't you?

And you would be right.

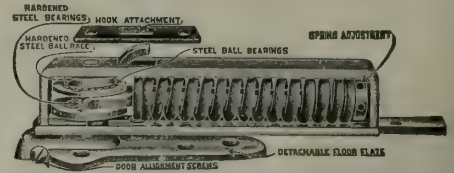
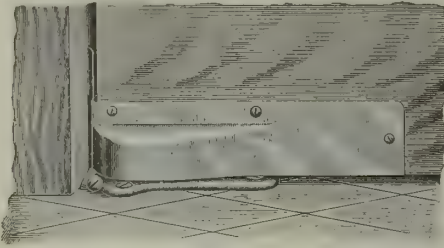
If you will write us for details, we will give you full information about just such bargains.

The MONARCH TYPEWRITER COMPANY, Limited

46 Adelaide Street West, Toronto

ASK US WHY

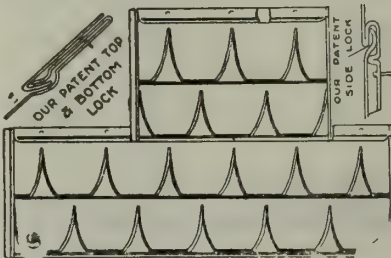
If you want to know more about "STANDARD"
DOUBLE ACTING
SPRING FLOOR



HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

THE VALUABLE AND IMPORTANT FEATURES OF "CROWN" Patent Lock All Round Steel Shingles ARE



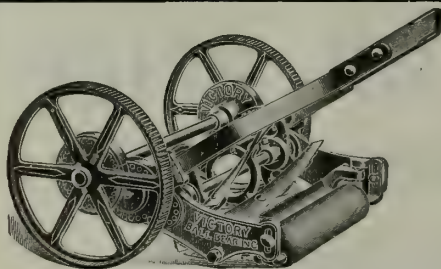
First:—THE SIDE-LOCK, a patent expansive joint, which cannot become unhooked after being laid.

Second:—TOP and BOTTOM LOCK which provides perfectly against rain, snow and wind.

Crown Shingles are easy to lay, economical, and add greatly to the appearance of buildings to which they are applied.

Write to-day for sample, catalogue and price list.

McFARLANE, DOUGLAS CO., Limited,
Manufacturers
250-260 Slater Street
Ottawa, Ont.

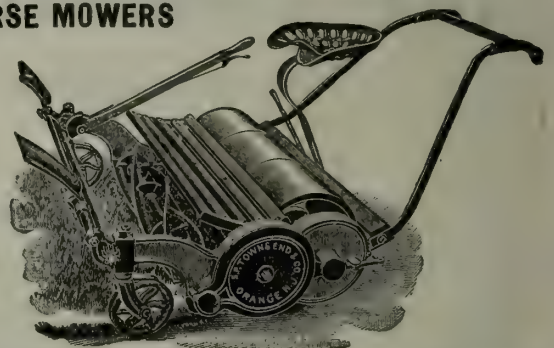


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.



Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices also full particulars.



J. H. CONNOR & SONS, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

Handle This Money Maker!

Many dealers wonder why their dry cell sales do not increase, while their competitor is handling a line that gives greater satisfaction.

If these dealers would stock and boost

"COLUMBIA" DRY CELLS

they would be getting the greater part of the trade instead of their competitor.

The "COLUMBIA" is a dry cell that defies competition by delivering a service that cannot be equalled by any other make.

We are Canadian Leaders as dry cell manufacturers and can fill all orders for fresh cells promptly and make a price that is right.

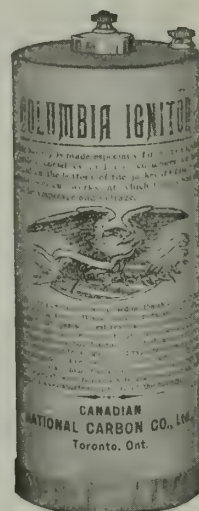
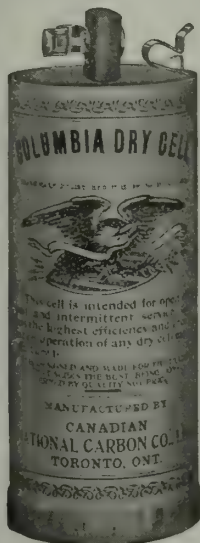
Every cell is guaranteed to be just as we claim or money refunded. Do not hesitate one moment about writing for circulars and prices.

ADDRESS

H.M.---11

Canadian National Carbon Co., Ltd.
99 Paton Road, TORONTO, ONT.

NOTE---Our new factory at Toronto is thoroughly prepared to make quick shipments of fresh cells in any quantity.



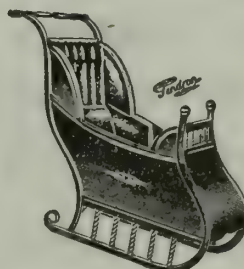
Perfection Steel ANKLE SUPPORT

is made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply cannot bend sideways. Display it in your window or give it a demonstration and it will quickly sell itself.

Write for
catalog
and prices



The Owen Sound Steel Press Works, Owen Sound Ontario



No 1186-BABY SLEIGH



No. 7 RAIL WAGON

The dealer who makes a practice of selling articles that create enthusiasm among his customers should get acquainted with

"GENDRON" GOODS



VELOCIPED



FLEXIBLE SLEIGH

They never fail when it comes to long service, and besides this they are very attractive, well designed, finely finished, and yield good profits to the dealer. Your customers will buy them on sight. Write us at once.

The Gendron Mfg. Co., Limited
DUCHESS STREET, TORONTO, ONT.

HARDWARE AND METAL



VALUE IN QUALITY

The modern understanding of the word 'quality' is superiority. Quality also implies merit, genuine worth, it suggests individuality, embodies class and sets a standard. QUALITY in our goods is the result of the union of BEST MATERIAL, WIDEST EXPERIENCE, LARGEST FACILITIES, and MOST APPROVED METHODS. The foregoing have placed us in the front rank as manufacturers of goods of Sterling Merit. Every dealer should handle the

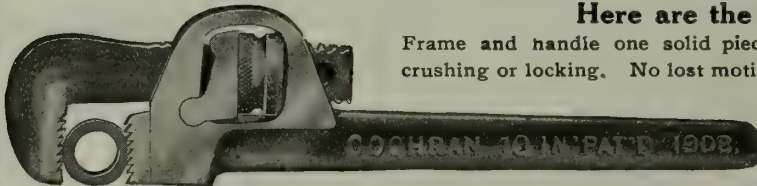
St. Mary's Hockey Stick

because it looks well, sells well and wears well. WRITE FOR DESCRIPTIVE PRICE LIST, JUST ISSUED, TO THE

St. Mary's Wood Specialty Company, Limited, St. Mary's, Ont.

BRANCHES:
Montreal and Winnipeg

The prize dog at a bench show wins on points;
and points would give the COCHRAN first prize at a wrench show.



Here are the points. You be the judge.

Frame and handle one solid piece. Indestructible rocker in place of frame pin. No crushing or locking. No lost motion. Perfect grip and release. Proof against all side-pull injury. Drop forged jaws of highest grade tool steel adaptable to wrench manufacture.

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa

**An Easily Operated,
Strong and Serviceable
ROPED EXTENSION
LADDER**

It is the safest and most convenient ladder for painters and contractors, as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

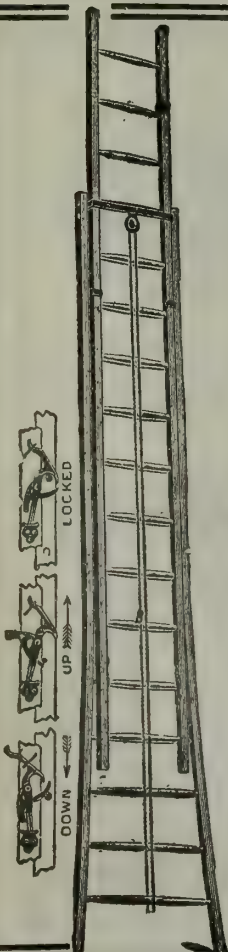
It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The
Stratford Mfg. Co.
Limited

Stratford - - Ontario



**Pumps that Carry
Good Will**

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

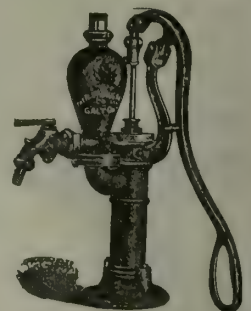
They are metal—hand fitted valves—air tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write

THE R. McDOUGALL CO., Limited

GALT, CANADA





Our Lantern Proposition for 1912

will interest you.

Another improvement which will favorably impress your customers.

A change in construction to render our 1912 Lantern stronger than ever.

Our representative will show you a sample.

Do not book before seeing it.

E. T. Wright & Co., Hamilton, Ont.

(H. G. WRIGHT)

Winnipeg Distributing Agents—Merrick-Anderson Co.

Vancouver Distributing Agents—MacPherson & Teetzel

Toronto Agent—F. B. Wilson, 33 Maitland Street

Winnipeg Agents—W. Reynolds & Co.

Give Your Clerks A Christmas Present

NO gift to a hardware clerk could be more sensible than a year's subscription to **HARDWARE and METAL**. Coming every week during the year, it will be a constant reminder to him of his employer's thoughtfulness. Its many articles on Retail Salesmanship, Window Dressing, Show Card Writing, Advertising, and other vital subjects, will be a great source of inspiration to him.

Such a gift would benefit you, as well as your clerk, for anything that helps him to become a better hardwareman cannot help but increase your profits.

"I always know which of my clerks are reading *Hardware and Metal*," said one of the leading hardware dealers in the Eastern Townships. "I encourage them to read it as carefully as I do myself."

ACT AT ONCE! Send us Two Dollars for each subscription, and have the boys receive the December 23rd issue as their first one. We will notify your clerks that the paper is being sent them as a Christmas gift from you.

Hardware and Metal
143-9 University Avenue, TORONTO

701-2 Eastern Townships Bank Bldg.
MONTREAL

34 Royal Bank Bldg.
WINNIPEG

18 Hartney Chambers
VANCOUVER

Aim to Satisfy Your Customer

Buy **DOMINION Rifle**
and **Pistol Cartridges**

Every cartridge packed in boxes bearing this trade mark is **Guaranteed** of highest quality, made of best material obtainable, loaded with the world's standard powders by skilled workmen and the latest scientifically constructed machinery.

MADE IN CANADA 

Shooting qualities unexcelled for accuracy, high uniform velocity and closest grouping of shots, which should not fail to satisfy the most exacting sportsman.

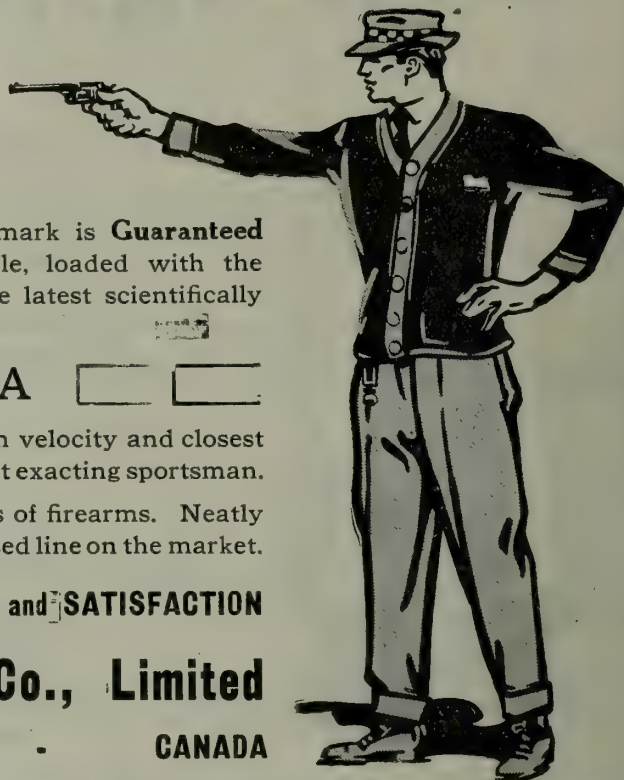
Made in 125 styles, which function properly in all makes of firearms. Neatly packed in attractively labeled boxes and the best advertised line on the market.



Insist on this Trade Mark for **PROFIT** and **SATISFACTION**

Dominion Cartridge Co., Limited

MONTREAL, - - - CANADA



"Rogers" Genuine Sheffield Cutlery

MANUFACTURED BY

HENRY ROGERS, SONS & CO., Limited

REGISTERED



H.R.S.&C^o
TRADE MARK

SHEFFIELD, ENGLAND

TABLE AND POCKET CUTLERY

OF EVERY DESCRIPTION

REGISTERED



H.R.S.&C^o
TRADE MARK

Butcher, Hunting and Spear Point Knives, Fish and Fruit Knives and Forks
Carvers in Cases

CABINETS fitted with steel and E.P. Cutlery of every description.

STOCK CARRIED BY ALL LEADING HOUSES

Canadian Branch: 6 St. Sacrament Street, MONTREAL

Last Minute Pointers For Christmas Trade

Suggestions to be Followed Out in Handling the Trade During the Week Before the Holiday—Ideas for Window Displays Followed by Progressive Dealers—How Wm. Walker & Son Made Handsome Display in Limited Space—Have Advertising Copy Prepared Ahead of Time.

Next week will be perhaps the hardest of the whole year for the retail merchant. No matter what has been done to induce early buying, enough business will be crammed into the next six days to do for three ordinary weeks. The same state of affairs will probably be found in the year 1950. It is human nature, seemingly, to leave a certain share of everything, particularly Christmas shopping, until the last moment.

The hardwareman should lighten the labor and improve the results of the last week by being carefully prepared in every respect. The work for "that last awful week"—to quote a rather well-known political phrase—should be thought over, mapped out and allotted beforehand. Only by preparing for every emergency can the hardwareman reasonably count on seeing things go smoothly and successfully.

Prepare Advertising Matter.

A point that should be borne in mind is that the competition becomes keener as the season advances and reaches its highest point during the last week. The newspaper advertising copy should be changed frequently during the week, to make sure of gaining attention and to

cover the many holiday lines handled in the hardware store.

It is a wise measure to have all the advertising copy prepared ahead of time. If left until the last moment the chances are nine in ten that the writer of the ad. will be too busy to give much thought to the matter but will "dash off" a few lines of stereotyped exaggeration, with a sprinkling of superlative adjectives and let it go at that. Also it is practically certain that on some days the matter will be forgotten entirely.

To conduct the last week's campaign effectively, it is highly necessary, therefore, that the copy should be prepared a few days ahead.

Some Display Ideas.

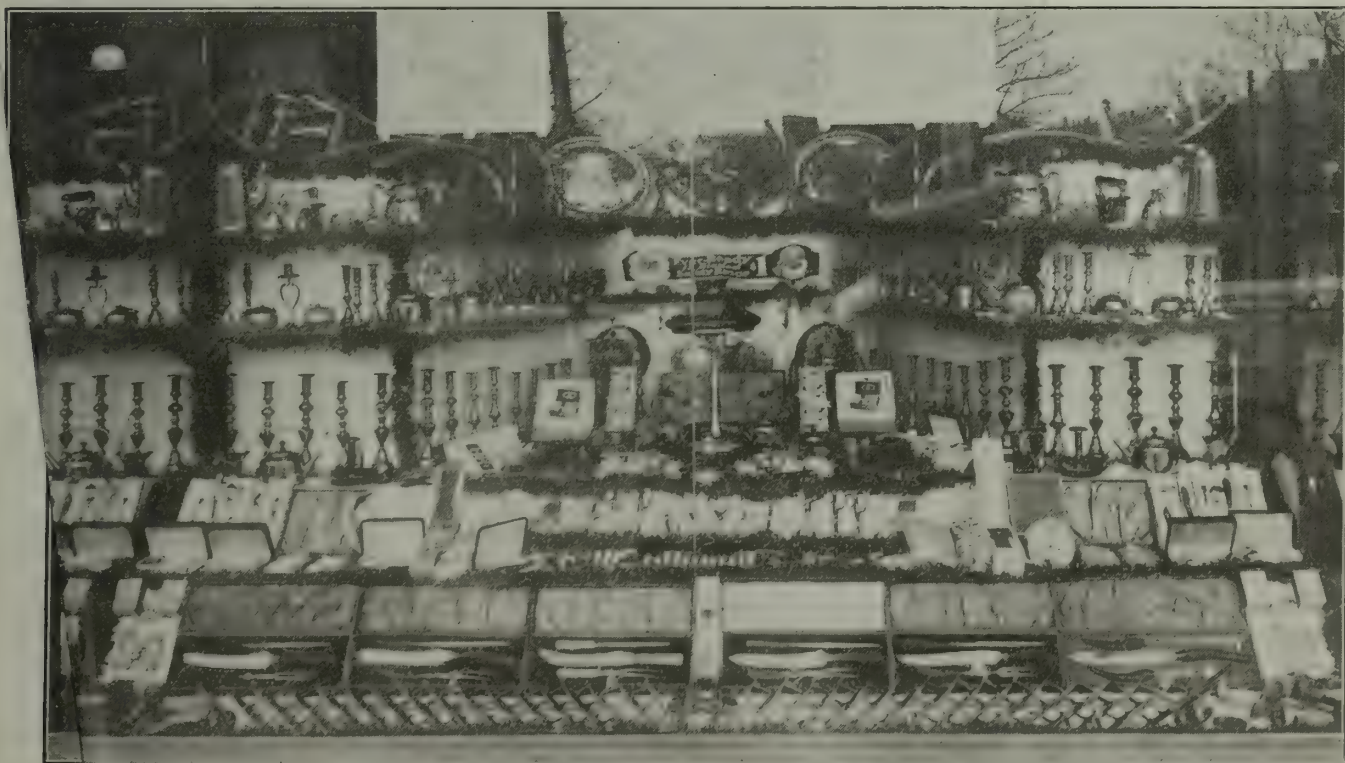
It is equally necessary that the window displays should be of special merit. The streets will be thronged with people early and late and each merchant will make his bid for a share of their attention through the medium of his store windows. Make the bid a strong and compelling one.

Last week window trims should be designed to fit the circumstances. A splendid display was put in last season by P. Hymmen, of Berlin, Ontario. An assort-

ment of cutlery, silverware, razors, etc., was shown, each article being price marked. In addition to that, a number of cards were displayed, inscribed variously as follows: "You must Buy Your Xmas Presents Now," "No Time Now for Delay," "Why not Buy Spoons?" "Buy Good, Sensible and useful Articles," "Would a Set of Carvers do?" These suggestive and admonitory cards had a good effect and assisted, no doubt, in the large last week sales of the firm.

"A good window display is a great help but how can I arrange one?" demanded a hardwareman the other day, with a tone almost of irritation. "Look at that pokey little hole—the only window I have. I can't get up a world beater display in eight feet by five, with no back casing."

Here is the answer. One of the best displays ever seen by the writer was arranged a little over a week ago in the hardware store of Wm. Walker & Son, 1228 Yonge Street, Toronto. It was set in a window very little better than the one complained of by the dealer quoted above. To get over the difficulties of cramped space and lack of back casing, Mr. Walker and his two sons added a



Handsome Last Week Window Display in the Store of Wm. Walker & Son, Toronto.



Display in Store Window of P. Hymmen, Berlin, Showing Cards Used to "Bring Along" Late Customers.

three-sided addition and built in a temporary back, as shown in the accompanying sketch. A platform was placed on the floor of the window and the goods were then arranged in ascending rows. The result was quite remarkable. Looking at the display from the front, one would suppose that the window dresser had been blessed with unlimited space. An impression of great depth and height is lent.

Too much praise cannot be given, by the way, to the originators of this display. It has an attractive setting and shows a wonderful variety of goods, considering the space available. The moral of it is that no window is too small for effective use, if a little ingenuity is displayed in making the necessary arrangements.

Utilizing Store Space.

The store will be crowded all next week and every effort should be made to improve interior space arrangements. Most hardware dealers hesitate about relegating any of their regular goods to the background, in order to make room for special Christmas lines. It can be taken for granted, however, that during the next six business days, there will be but a small call for every day goods. Holiday shopping will shove everything else to the rear and the dealer, who makes room for the rush of shoppers, by clearing out all his heavier hardware lines, will not find that he loses anything by it.

Straightening the Stock.

One of the chief difficulties experienced will be in keeping the stock in presentable shape. It does not take more than a few hours of active Christmas trade to completely disarrange the stock in the store. As the clerks are kept too busy to straighten things up, as they go along, the establishment begins to resemble a junk-shop by the time evening arrives. There are, however, quiet hours each day when a great deal could be

done in this way. The early hours of the morning, from 12 to 2 and from 6 to 8 are comparatively quiet and considerable straightening up could be done at such times.

Giving Out Calendars.

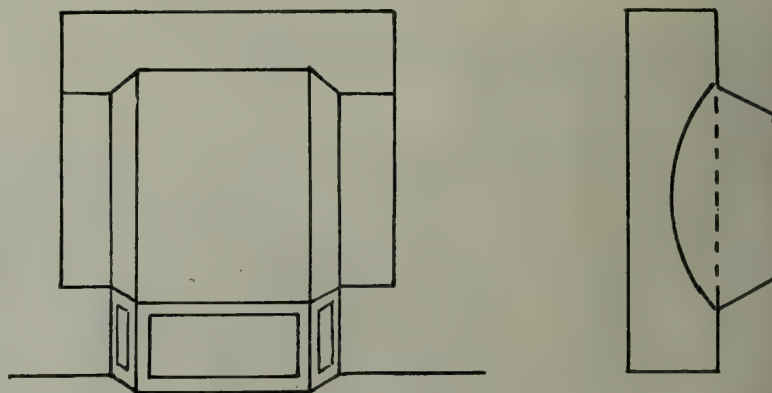
Hardwaremen, who give calendars, will get best results if they send them out during the last shopping week. Among the dealers who have followed this plan this year are Watson Smith, of Shubenacadie, Nova Scotia, and James & Reid, of Perth. In both cases, the calendars are of good size and contain illustrations of the stores. Watson Smith sent out a circular letter with each calendar, calling attention to the

Above all else, make the store fairly radiate Christmas cheer.

A good idea followed by some dealers is to arrange goods, suitable for different members of the family, on separate tables. For instance, one table would contain goods for men, another articles for women, others for boys and girls. Shoppers appreciate this form of classification.

THE VICTOR LINE.

A booklet has been issued by the C. E. Bonner Manufacturing Co., Champaign, Ill., illustrating their "Victor" line of drop forged tools. It includes



View of rear of window in store of Wm. Walker & Son, showing how addition was built up. View of ground floor of window after additions made.

large Christmas stock that he was carrying.

Some Last Week Pointers.

Keep the windows well lighted up every evening.

The delivering of goods will be a serious problem. A sign near the front of the store, "Please carry small parcels," will go a long way toward inducing shoppers to adopt a more considerate attitude.

illustrations and descriptions the "Victor" reversible chain wrench, "Victor" wire plier and cutt "Victor" monkey wrench, combination plier, gas pliers, box openers, general purpose "S" wrench, pry bar and pulley. In their announcement they say: "The C. E. Bonner Manufacturing Co. have three important aims in the manufacture of their drop forged tools:— "Design, Quality, Finish."

B. C. Hardwaremen Hold Splendid Meeting

Combine Pleasure With Business — Many Interesting Topics Discussed, and a Jolly Time Spent Around the Board—Presence of Manufacturing and Wholesale Representatives Was a Feature.

Vancouver, B.C., Dec. 11.—President H. C. Martin, of the B.C. Hardware Dealers' Association, had the satisfaction on the evening of the 5th inst., of taking the chair at one of the best business meetings the association has held. In fact it was the best, with an attendance of thirty-two, and with an interest taken in the discussion that bodes well for greater usefulness. The previous monthly meeting was held at New Westminster, so to even things up this last meeting took place at North Vancouver, where the popular first vice-president, Jack Paine, of the hardware firm of Paine & McMillan, had made complete preparations. The members gathered at dinner at the Palace Hotel, and at eight o'clock, adjourned from refreshment to labor, accompanied by Mr. Paine's selected cigars.

A feature of the attendance at this meeting was representation of selling houses. A special invitation had been extended to travelers to be the guests of the association. It is felt that these young men take as keen an interest in the trade as anyone and moreover are in a position to help out the work of the organization. For a couple of years past it has been the aim of H. T. Kirk, president last year of the association, to have the travelers admitted as members at a nominal fee, and, when cordial greeting was extended to the visitors on this occasion, he brought the matter up again. The suggestion was favorably received, but was left over until the annual meeting, which will probably be the next gathering of the association.

The president explained at the opening of the meeting, when mentioning the presence of the visitors, that the chief object of gathering was for mutual benefit, not to raise prices but to keep them at a living profit. The members are realizing that the association is of considerable benefit to the trade and themselves, and the meetings afford excellent opportunity for any member to get rid of a grievance before it becomes so chronic as to make him sore. There may be warm discussion at times, but as it is for the good of the cause everything is forgiven and forgotten when "God Save the King" is sung at the final.

On this occasion a representative of a manufacturing company, who had been invited to appear, told what he was doing to introduce his goods, manufactured in Vancouver, to the trade. He mentioned that prices were being cut on a style of goods similar to his own, and

though the names of the culprits would not be given it was hint enough that such things had been discovered and that this departure from association rules would be stopped.

W. G. McKenzie, of Wood, Vallance & Leggat, pointed out that perhaps misapprehension had arisen in this regard. Since no one would say that they had cut prices, he said that it might not be improbable that the cutting was done with other goods of the same kind not listed by the association.

George W. Blakely believed in building up home industry and supporting local manufacturers, and believed in staying with prices and staying with the wholesalers who assisted the association in maintaining a fair profit.

Just how cutting of prices militates in more ways than one against success was further shown. The representative in question stated that, if prices were to be cut, he was prepared to reduce the price of his article so that it could be sold at the reduced figure. This meant a reduction of profit. The cost of the article remained the same, but the profit had to be divided between the manufacturer and the retailer, in this instance it being sold direct to the trade, and if the price was reduced, the profit would be less. The opinion was expressed that this should not be done. It might even work against the manufacturer of the lower-priced goods, for the dealer would naturally give preference to the article on which he made the most money. Discussion on this point and one or two others of particular interest to the association was participated in by many of the members.

Another point of interest in association work generally was the question whether a member should meet a wholesaler's price. This had been given perhaps under a misunderstanding and had been met by a retailer. It was agreed that if a wholesaler's invoice were produced with the object of getting a better quotation, the matter should be reported to the secretary so that enquiry can be made and things adjusted. Individual members said they might have done the same as the case reported, but it was pointed out that if all acted like this, the work of the organization would be rendered ineffective.

To Four Districts.

Missionary work in the outlying districts of Chilliwack, Westminster Junction, Eburne and Coquitlam was suggested, and a committee was appointed,

consisting of Messrs. Kirk, Kennedy, Blakely and the secretary and the president to make a little tour, and acquaint new merchants with the benefits to be derived by joining the association that is doing such good work among the dealers on the lower mainland.

To allow the members to get together in a chorus, Charlie Snell led off with "Rule Britannia," with Z. H. Burnham, of the Burnham Hardware Co., ably officiating at the piano. Lusty singing brought the enthusiasm to a climax.

There was another adjournment from labor to refreshment, and a round of that popular game, crooking the elbow, was played to the satisfaction of all. Archie Teetsel supplied the White Rock, and as in and around North Vancouver there is much tall timber, Jack Paine had arranged to have on hand a number of "sticks" to go into the mineral water, so that the woodenware stock-in-trade of P. Martin, of the Stratford Manufacturing Co. was not requisitioned.

In the meantime R. L. Brown, of the new firm of Brown & Hartley, one of the more recent members, made good with a couple of fine songs, also giving one or two of the old familiars, "Suwalee River" and "Loch Lomond" with great effect. In a swinging chorus he was told he was "a jolly good fellow."

The president, who had ably looked after things during the evening, was alive as usual with a toast, this being to the visitors present, who included: A. L. Teetzel, of the firm of McPherson & Teetzel; W. C. Birdsall, manager of the Vancouver branch of the E. C. Atkins Saw Co.; P. Martin, of the Stratford Manufacturing Co.; H. H. (Father) Welsh, of the W. J. Pendray & Co.; Iver Johnson, of the Simplex Manufacturing Co.; A. H. Brush, of the Marshall-Wells Hardware Co., and the representative of Hardware and Metal. These expressed their appreciation of the association's cordial greeting.

Mr. Birdsall gave some information that might be of value to other associations. He told of the good work travelers did in association work, instancing California, where they have the strongest organization of hardware men on the coast. The secretary of the California association is Geo. H. Smith, Smith Bros.' Hardware Co., Oakland, Cal., and Mr. Birdsall said that gentleman would be pleased to give information regarding organization work to any interested.

FIRE DID \$50,000 DAMAGE.

Montreal, Dec. 12.—At the fire inquiry held before Fire Commissioner Latulippe yesterday afternoon, it was established that the fire at the Peck Rolling Mills was started by a piece of hot metal falling between a spike machine and the wall. In all \$50,000 damage was done, principally to machinery.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s 6d; elsewhere 12s.

PUBLISHED EVERY SATURDAY.

LAST WEEK PLANS.

No matter how energetic the merchants may have proven themselves, no matter what stress has been laid on the advisability of early shipping, a great amount of Christmas shopping is bound to be left until the last few days. Consequently, the coming week is certain to prove one of the busiest and most strenuous of the year. This is likely to be accentuated by the fact that the weather so far has been far different from the variety generally deemed necessary to induce early shopping.

In preparing for the busy week that is ahead, hardwaremen should endeavor to have all plans carefully laid ahead of time. As emphasized in an article appearing in this issue, it is well to have the advertising copy prepared early. To get best results, it is necessary to change the copy frequently during the week; and, when plunged into the activities of the final Christmas rush, it is impossible to find sufficient time for the preparation of effective advertisements. Early attention should also be given to the problem of window displays. The store windows must be at their very best, and, again, the pinch of insufficient time will be felt. We recommend that the reading matter in this issue, relating to the preparation of window trims, be given careful consideration. Some first-class and highly practical ideas are exploited.

WHERE RESTRICTION IS PROPER.

The cry has arisen in Montreal, and throughout the Province of Quebec, that the unrestricted sale of revolvers must stop. These should not be shown in the hardware stores, it is declared. Their display is a menace to the public safety.

A measure forbidding the sale of revolvers, except to those having secured a permit from a chief of police or magistrate, is being contemplated, and will, it is thought, be passed. Thus will hardwaremen who have been true to their patrons and themselves be made to suffer.

The cry against the sale of revolvers in Montreal has arisen because of two murders—murders brought about through the agency of a pistol in a fool's hand. Where the revolvers came from has not been shown in these two cases, but it is practically certain that it will be brought out—as it has been brought out in almost every similar case—that they were purchased from some second-hand dealer—some keeper of a pawn shop licensed by the police.

That the weapons were secured from hardware merchants is unlikely, because, almost without exception, hardwaremen are exceedingly careful to whom they sell revolvers. One man, who carries a fine stock of arms, has for years instructed his clerks not to sell rifle, revolver or knife to any Chinaman, Italian, or person who is not well known in the community. With such care taken, is it likely that a revolver or other weapon will get into improper hands?

As with so many other articles, there is a right and a wrong use of a revolver. The wrong use is regularly made by men who secure their weapons from the second-hand dealers. The few cases of men who do damage with revolvers which they were able to purchase from hardwaremen would not be prevented by the proposed law. These are men of a respectable class—men who could easily get a permit to secure a weapon.

Let the sale of revolvers be restricted. Yes. That is in the interest of all. But let the restriction be wise. Let the supply be cut off at its damaging source—the pawn shop.

THE TINPLATE MARKET.

Recently a deputation of the Welsh Plate and Sheet Manufacturers' Association, comprising F. W. Gibbons (chairman), Henry Clement (secretary), Beaumont Thomas and H. C. Bond, interviewed Lord Stratheona, Canadian High Commissioner. The object of the interview was to lay before him the effect on the tinplate trade of South Wales of the rapidly growing competition of the United States in the Canadian market. During the first eight months of this year Canada imported from South Wales 191,436 cwt. of tinplate, and from the United States 476,151 cwt. Last year, from April 1 to December 31, Canada imported from South Wales 429,697 cwt., and from the United States 188,666 cwt. The Canadian trade in tinplates was menaced by the Americans, for this year South Wales supplied only 28 per cent. of Canadian requirements against an average of 70 per cent. during the three preceding years.

Lord Stratheona professed deep interest and asked for further particulars.

Canadian users of tinplate assert that they have noted the gradual rising of the consumption of American goods, but they are surprised that the change has been so abrupt. The fall in Welsh tinplate imports from 70 per cent. to 28 per cent. in one year is astounding and also disturbing to Canadian users.

The tendency to order from American mills is due purely and simply to expediency. Canadian metal men state that in many cases they can get tinplate much quicker by sending across the line than by placing their orders in South Wales. This, and this only, is the reason for the veering of demand in that direction. So pressing is the need for quick delivery in many cases, that orders for Canada plates have often been placed with American makers, despite the fact that the Welsh mills ship these plates in boxes, whereas from other sources they are received uncovered. To the credit of the Welsh manufacturers, it must be said that they have been creditably prompt this year in making shipments of Canada plates.

OVER CONFIDENCE COMES HIGH.

Copper has advanced rapidly, and some consumers are left with depleted stocks, and the necessity of buying at the high level. It is not likely that the present prices will obtain for long, but should they, those who are pinched would have only themselves to blame.

This metal has been a drug on the market for so long that those inclined toward carelessness have failed to watch it as closely as they have tin and lead. They believed the supply was practically inexhaustible. But a group of men thought otherwise. They began to buy heavily. The supply became reduced and prices rose. Others, determining to take no chances, began to lay in good supplies. So the reserve stock became less and less and the price steadily greater. So those who had been over confident have been left with a small supply and the necessity of buying at a high price.

Confidence is a good thing in business, undoubtedly. But overconfidence—especially when metals are under consideration—is bad, very bad.

OUR WINDOW DISPLAY CONTEST.

Hardware and Metal's Christmas window contest has become an annual event. In past years it has resulted in giving to the trade reproductions of a large number of very clever trims and has been, therefore, a direct means of disseminating valuable hints and ideas on this important phase of retail merchandising. This year an effort is being made to place the contest on a higher plane of usefulness by creating still wider interest and competition. To effect this, better inducements are being offered than ever before.

The competition is divided into two sections. The first is open to hardwaremen or clerks in places of 5,000 population or more, the second is for places under 5,000. Prizes will be given in both contests as follows:

First.—\$5.00 in cash.

Second.—\$3.00 in cash.

Third.—\$2.00 in cash.

As a further inducement, the sum of \$1.50 will be paid for any photographs which are not awarded prizes but which are deemed worthy of reproduction in Hardware and Metal. A brief description must be sent with each photo.

The judges will be three prominent retail hardwaremen.

Photos and descriptions should be addressed to the Editor of Hardware and Metal, 143-149 University Ave., Toronto, marked "For Christmas Window Competition."

AVOID NIGHT WORK WHERE POSSIBLE.

"How are we going to take stock without interfering with the regular business?"

Many dealers are asking themselves this question now, and some are determining that the best way to accomplish this, is to have the stock-taking done at nights.

But is this correct?

There are a number of dealers who think differently. "I tried taking stock in the evenings," said one man, "and I found that it took it out of the men. They were not as bright, not as valuable the next day."

There must be something in this. Perhaps the night work is necessary, but where possible it might well be avoided. In any event this should not be kept up night after night, for weeks at a time.

Better results, many believe, are secured by dividing forces—letting some men attend to the regular work while others take the stock. In stores where the number of clerks is small this is impossible. But even there night work might be decreased by utilizing the idle moments during the day. In some of the quiet hours much sorting could be done, and perhaps a whole department might be listed.

A WARNING ISSUED.

As usual at this time of the year, a warning has been issued to merchants by the secretary of the Canadian Fire Underwriters' Association, on the score of the danger of fire from inflammable decorations. Two clauses are well worth noting.

"The use of Christmas greens, harvest specimens and other inflammable materials, such as draperies, scenery, cotton to represent snow, and the like, (especially in connection with electric and other lighting systems), is decidedly an increase of hazard, it being impossible to make displays of that nature perfectly safe.

The third statutory condition of your insurance policy reads in part as follows:

"Any change material to the risk, but within control of the knowledge of the assured, shall avoid the policy as to the part affected thereby, unless the change is promptly notified in writing to the company or its local agent."

Too much care cannot be taken, at this season, to relieve all danger of fire. A conflagration is doubly damaging; for, in addition to the loss on stock, it ruins the Christmas trade.

POINTED EDITORIALS.

Next week's trade will afford more excitement than the recent Ontario elections.

* * *

A splendid system of stock-taking is outlined in this issue, which might be used in the small store as well as in a large establishment.

* * *

Some pioneers in the Field of Retail Progress are advertising stoves for Christmas presents. Here's an example worth following.

* * *

Some merchants will do as much business during the next six week days as they usually do in six weeks. It's strenuous—but profitable.

* * *

If you have a window display, of which you feel proud, get it photographed and enter it in Hardware and Metal's annual Christmas contest.

* * *

The weather man is proving an aider and abettor of the last minute shopper. Snow has been sadly needed to hurry the Christmas trade along.

* * *

Four hardwaremen figured in the list of candidates in the Ontario elections. No branch of mercantile trade is so well represented in the forefront of public affairs.

* * *

One more week of hard, nerve-racking work, of meeting belated demand with more or less depleted stocks, of rush, bustle and worry, and it will be all over until next year.

* * *

The handling of second hand stoves often leads to two profits on one deal. The experience of the price-cutting stove dealer is that on many deals he fails to make any profit at all.

* * *

A Northern Ontario hardwareman was found advertising rubber hose, lawn sprinklers and lawn rakes on December 7. About August next, he will probably be offering snowshoes and toboggans for sale.

Systems Which Make Stock Taking More Helpful

By Proper Compiling of Lists Manager May Know of What he has Been Short the Year Before, and of What he Bought too Largely—He May be Able to Tell Immediately Where he May Order the Various Lines—He May Know What Goods he Must Carry in Quantities, and Which Lines he Can Get Rapidly.

Hard days are at hand for the hardware dealer. Christmas, to all men engaged in trade, is a strenuous time. There is little complaint, because it means heavy profits as well as heavy work; but the stocktaking season, which comes during, or immediately following, these busy weeks, is not regarded so pleasantly. Yet stocktaking all agree is absolutely necessary. A dealer

all. They probably are exerting three times the effort necessary to get a third the result required. They have a lot to learn.

But men who have studied stocktaking for years know that there is still improvements to be made in their systems. Many of them, perhaps, have discovered some little expedient which makes the work easier and more resultful. Others

with the regular business of the store. Customers must not be made to feel that they are being neglected for this work. They must not be made to feel that the displays of goods are less attractive because of this annual counting.

To enable the least possible interference those taking stock in Lariviere Incorporee always start upon those goods

RAPPORT DE VENTE

VENDEUR No. _____

[illegible]

Sheet on which the monthly report of sales is kept by departments.

must know where he stands, and how can he possibly do this if he does not know what goods he has on hand? Moreover, at the end of the old year, or the beginning of the new, the hardwareman must think of the coming twelve months' business. How can he intelligently plan what he will buy until he compares what he bought last year with what he has left?

It is absolutely necessary to take stock. There can be no gainsaying that. The only question, therefore, is what is the best time to take it, and how may it best be taken.

No Fixed Time or Method.

To the first question a different answer may be given by each dealer. It all depends upon the plan on which he

should get the benefit of these discoveries, and so this article is being printed. It tells of the system used by Frederic C. Lariviere of St. Lawrence Boulevard, Montreal. It does not claim that this system is perfect. Mr. Lariviere would never claim that himself. He is making improvements yearly. But this system of Mr. Lariviere's is undoubtedly good. There will certainly be points in it which will suggest to other dealers changes which they might well make.

Has to Take Stock Early.

Mr. Lariviere has one regret with regard to his stocktaking, and that is that it has to be done so early. There is no waiting until after the Christmas rush. This is impossible, for the rules of the incorporation demand that a fin-

which are not in immediate demand. For instance, they overhaul the stock of harvesters' tools, the green wire doors, the lawn mowers, and similar lines. After these are all counted they come to the goods in which business is being done daily.

Special Men for Work.

But even with the supplies which are constantly wanted, the stocktaking need not cause any great trouble. Mr. Lari-viere states that he has certain men do all the work. They go at one depart-ment at a time, counting and arranging what is in each drawer, and listing these. The list is then put in the drawer, or in the showcase, if it was that which was being dealt with.

The regular salesmen are at their posts. A customer is promptly attended

DETAIL DES ACHATS DU MOIS DE _____ 191_____

[illegible]

Sheet on which account is kept of purchases. These are listed in subheads under the line department.

carries on his business. Some men may do the work before Christmas, some immediately after. Some may put it off a month, though the majority look upon the weeks around New Years as the best time. But, as has been said, there is no fixed rule.

Neither is there a fixed method of taking stock. Different dealers have different methods; and then there are dealers, a few, who have no method at

ancial statement be prepared January 1, and to permit this, stocktaking, of course, must be completed before then. So this week work was commenced in this large store. For the next three weeks the stocktaking will go on day time and evenings. Then all will have a chance to take a rest.

One thing which the dealer must bear in mind constantly, is to let the stock-taking interfere as little as possible

to, and if an article bought has to be taken from the compartment just counted, a note of this is made on the slip which the stocktakers have left there.

These stocktakers, by the way, do more than merely count the goods. They arrange these. If any need repairing they take them out and have the work done. In every store, no matter how well regulated, some articles will become partially spoiled. They can be put in

good condition again by some careful work on the part of the stocktakers.

Arrangement of Goods Important.

The arrangement of goods in a large establishment is an important feature. In the store in question great care has been taken to facilitate careful arrangement. Drawers have been divided into compartments. For each line of goods there is a proper place. To see that every article gets in its proper place devolves upon the stocktakers.

After the entire establishment has been covered, and all the goods sorted and numbered, the work of getting together the figures which will enable the manager to see exactly where he stands is only well started. The loose leaf system is employed, one clerk writing upon this the list of goods which another reads off from the paper put in each case

A report of the sales, under the same heads, is also kept on a sheet especially prepared for the purpose.

Notice the advantage of this. Not only can the manager compare his monthly sales with his monthly purchases, but he can easily get the year's totals; and then by comparing with the stock on hand he can find his position exactly. He knows of what article he has bought too much. He knows of which he has been short.

Helps in the Buying.

But by this monthly record of purchases and sales there is not great probability of getting either too much or too little of any line. The figures are always before the manager. He knows, the year through, where he stands.

Montreal merchants, and merchants of

nominated this year, it was felt that he stood a good chance of redeeming the riding. The hopes of his supporters



Thomas Marshall, elected member for Monck.

Inventory _____		Folio _____		
Department _____		Priced by _____		
Location _____		Extended by _____		
		Examined by _____		
CHECK	QUANTITY	DESCRIPTION	PRICE	EXTENSION
		Amount Forward		

Sample page of book in which full report of stock-taking is entered.

or drawer. The papers thus secured may be put together, and a full list of the stock in each department is secured. By affixing the prices to the articles, the total value of the stock, and, by a separate calculation, the value of each line may be quickly ascertained.

Statements of Great Value.

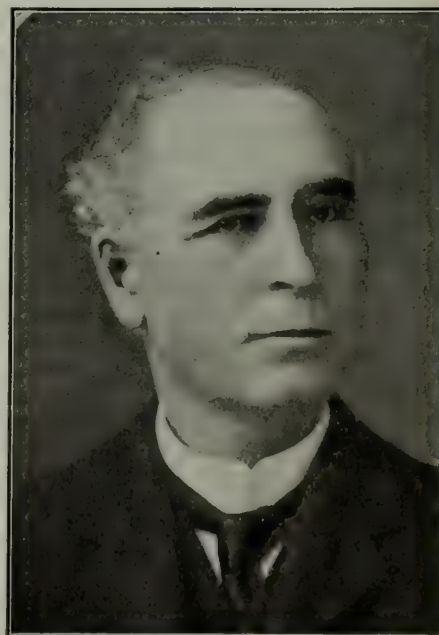
It is the statements which may be compiled from this book which are of great value to the manager. But their value is increased by other lists kept at Lariviere Incorporee. For instance, a monthly report of the purchases is kept, goods being divided, first into five departments—hardware, paint, plumbing, metals and sport — and each of these later into a various number of sub departments.

all other large cities, face a problem which has not to be met by dealers in small cities or towns. They are able to buy much of their supplies in the city, and so need not stock so heavily with these. That he may know exactly what goods he can get quickly, and those he must keep well stocked. Mr. Lariviere also has a list made of the sources of supply. City manufacturers or wholesalers are kept together. So are those outside.

The system, though sounding somewhat complex as explained, is not hard to operate in reality. It gives a tremendous amount of valuable data, and perhaps might be adopted in part or in toto by a number of dealers to their own advantage.

were realized, for he went in by the substantial majority of 230.

Thomas Marshall is a member of the hardware firm of Congdon & Marshall, of Dunnville. He was born in Dunn township 45 years ago. He graduated from Toronto University at the age of 21 years, and taught school in Dundas



M. S. Madole, candidate in Lennox.

Hardwaremen in the Ontario Provincial Elections

Four Candidates Were Directly Connected With the Trade—
Only One, Thomas Marshall, of Dunnville, Was Successful in Carrying His Riding.

The result of the Ontario Provincial elections, held on Monday of this week, will have a double interest for members of the hardware trade, insomuch as a number of hardwaremen figured as candidates

First and foremost, for the reason that he was the only one to carry his

riding, comes Thomas Marshall, of Dunnville. Mr. Marshall was selected as Liberal standard bearer for the riding of Monck in 1908. At that time he had a large adverse majority to contend with, and the task proved a little too heavy. The majority against him was small, however, and when he was again

and and Dunnville before going into the hardware business. His business activities are not confined to the management of a retail store, however. He is a director of the local consolidated Telephone Co., and serves in the same

capacity on the board of the Dunnville, Wellandport and Beamsville Railway. Mr. Marshall was in 1906 a member of the executive committee of the Ontario Retail Hardware and Stove Dealers' Association. His career has also had a spice of adventure in it; as a member of the Queen's Own Regiment, he served through the Riel campaign.

A Close Run.

M. S. Madole, vice-president of the Ontario association, carried the Liberal banner again in the riding of Len-

nox. M. Madole has fought on other occasions to redeem Lennox for the cause of his own party, but has had to contend against a latter adverse majority. This time he came close to victory, only 78 votes standing between him and a seat in the provincial house.

Robert Smith, a hardwareman of Bolton, was Liberal standard bearer in Peel. It was Mr. Smith's first venture into the field of party politics, but he is credited with having made a very satisfactory run. However, his opponent, Samuel Charters, was firmly entrenched in a riding which always re-

turns substantial Conservative pluralities; and the result was a victory for the Conservative candidate.

Edward Fielding, commission agent, of Toronto, who is well known to hardwaremen through his connection with the linseed oil, turpentine and rosin trades, had, perhaps, the hardest row to hoe of all. To contest a Toronto constituency in the Liberal interests is tantamount to accepting inevitable defeat. Mr. Fielding ran in South Toronto against Geo. H. Gooderham, and shared the fate of all the other Liberal candidates in Toronto.

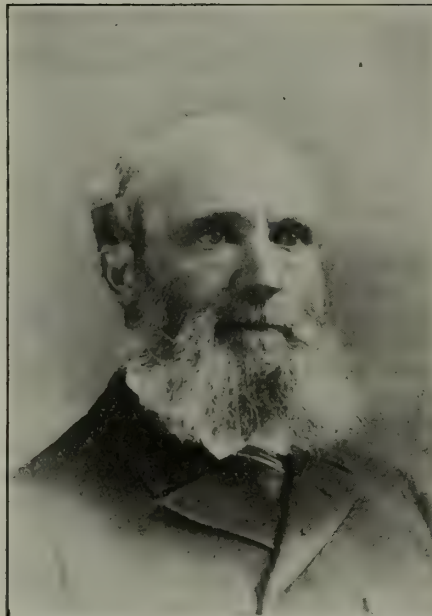
Veteran Figures in the Canadian Hardware Field

No. 1.—John Fennell, Berlin.

ACTIVE and hearty at the age of seventy-four, John Fennell, of Berlin, Ont., is an interesting figure. He represents the best traditions of the old school, but has kept march with the times and has always been in the forefront of every progressive movement. His activities have been spread over a wide field. Not only has he been a hard worker as far as his own business was concerned, but he has devoted a large portion of his time to matters pertaining to both church and state. Politics have claimed a due share of his attention.

To-day he presents a striking figure; still upright and strong, eye clear and full of fire and enthusiasm. Every day finds him at his desk. Although he contemplates retiring in the near future from active business, it is only that he may enjoy a well deserved rest.

John Fennell was born in 1837 near Cobourg, Ontario. He attended the public schools there and afterwards went to Victoria College. He thus received a splendid scholastic training. Having decided to follow the hardware business as a calling, he located at Cobourg and devoted five years of close application to the iron and hardware branches. In the five years, he obtained a well grounded knowledge of general hardware. In 1860, he took charge of a business then being opened in Stratford, and put into practical application the wide insight that he had gained, with the result that he soon succeeded in working up a splendid trade. In 1863 Mr Fennell decided to launch out on his own account and purchased a hardware stock in the neighboring city of Berlin. There he has resided ever since, and has won his right to be termed one of the foremost iron and hardware merchants in the country. For some years the firm has gone under the name of J. Fennell & Son.



Active and hearty at the age of seventy-four, John Fennell, of Berlin, is an interesting figure.

A Long Public Career.

Believing that the scope of the business man's influence should extend beyond the confines of his place of business, Mr. Fennell has always taken an active part in public affairs. He has served on the council board and was for twenty-four years continuously a member of the board of education. He took a deep interest in the problems of the education of the young.

In 1886 the Berlin Board of Trade was formed, largely through his instrumentality. Recognizing the potentialities of an active board, Mr. Fennell was one of the first and one of the most persistent to advocate the organization. He became the first president and did much to

make the board's influence felt in the building up of "Busy Berlin."

An Insurance Man.

Still another important body came into existence as the result of the initiative and activity of John Fennell and other citizens of like ilk. Some forty years ago a charter was obtained for the now well-known Economical Mutual Fire Insurance Company, which carries twenty-three and a half millions of insurance, and has a cash reserve of \$370,000. This prosperous and well-managed company is presided over by Mr. Fennell, who has been either vice-president or president of the organization during most of the time that it has been in existence.

Took an Active Part.

Mr. Fennell has taken an active part in many hard political fights in that old battleground, North Waterloo. When it is mentioned that he was in the thick of the conflict in 1878 and again in the fight which saw its consummation on September 21 of the present year, the trend of his political principles will be understood. Mr. Fennell is a firm believer in the N. P. In 1878 he gave a large share of his time and influence to fight the cause of protection, and receives credit from his friends for being a big factor in the election of the first Conservative in that riding.

Mr. Fennell has the broad outlook on life of the man who has seen much and has not limited his interests or activities. He took trips in 1880 and again in 1883, to the old country and Europe, and has always taken a big interest since in matters of world-wide progress.

Last, but not least, Mr. Fennell has always been a reader, and is still a reader, of Hardware and Metal. He has been getting it since the first copies were issued and regards it as most useful and necessary.

Using Five Sides of a Window

By Making Sides, Bottom and Top of Show Window Slope the Idea of Perspective is Given, and Goods Hung on the Top May be Well Seen—Scheme Has Been Used to Make an Attractive Sporting Window.

Montreal, December 7.—When Forbes-Robertson, who has played so long and successfully in "The Passing of the Third Floor Back," stood with his hands outstretched to the audience, warming them at an imaginary fire, the critics wondered. Mr. Robertson had done something different. He had used the fourth side of the stage, acting as though the foot lights were but another boundry of the place in which he stood.

A window now to be seen in Montreal shows somewhat the same possibility to the window dressers. In it, not the front but the top is used. One of F. C. Lariviere's men dressed this window, which is so good that it is to be regretted reflections prevent a good picture being taken. But perhaps the idea may be given by a description.

How Device is Made.

By the use of tightly stretched canvas four of the boundaries of the window are made to slope. Thus the bottom is higher at the back than at the front. The sides slope inwards, from the plate glass to the back of the window. The top slopes down.

Perspective is thus given the window. One standing on the sidewalk outside seems looking quite far into the distance. This is one thing which makes the window novel, and so attractive. But, also, the sloping sides give new opportunities for display. On the floor of the window, for instance, are placed skates, sweaters, and hockey caps. On the sides are arranged goalkeepers' pads,

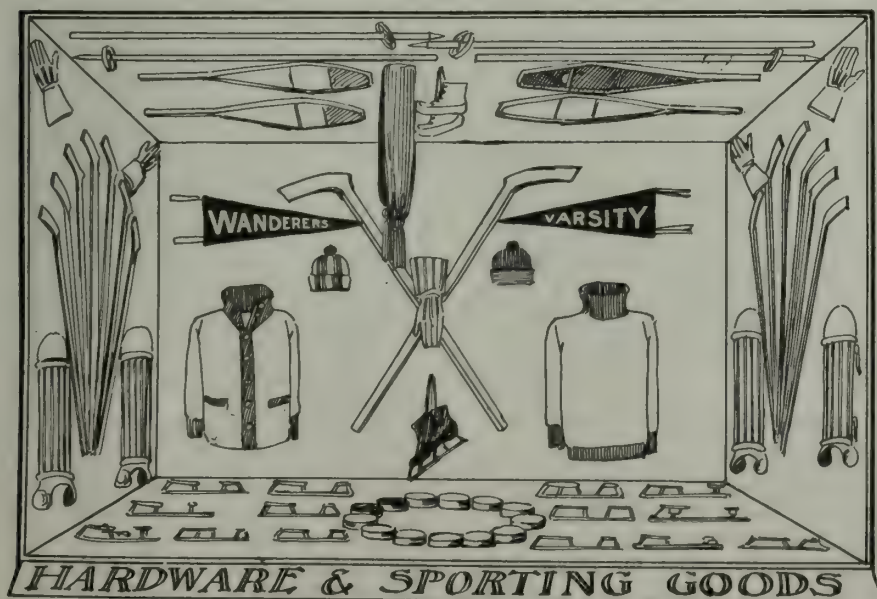
hockey gauntlets, sticks, boxing gloves and other medium sized sporting paraphernalia. Then on the top of the window—the top generally being nothing but a ceiling—are fixed snow shoes, moccasins and sashes, goods dear to those who delight in tramps over the snow clad mountains. It is the slope of the ceiling downwards which makes the arrangement possible. Passers by see the goods displayed there as well as those shown on the bottom, moreover, for the very reason that they are not accustomed to see the top of a show window used like that, they will look the more closely. There is sound sense in doing something which the people do not expect. It delights the people.

Goods for Special Display.

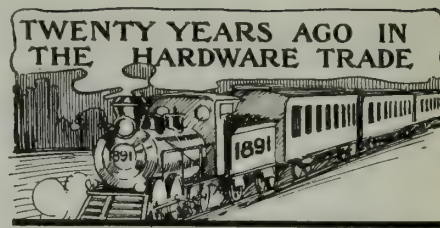
Perhaps a window like this would not do as a regular arrangement. But variety is the spice of window dressing, and certainly for a special occasion such a display is bound to attract attention. The attention once attracted, moreover, the arrangement shows off the goods remarkably well.

APPOINTED REPRESENTATIVE.

C. Edward Wood has been appointed Canadian traveling representative for the Peek, Stow and Wilcox Co., New York. He is well known to the trade, having been sales manager of the Dominion Cartridge Co. Later he was with the Standard Arms Co., Wilmington, Delaware.



How the Window Looked When Completed.



The following items are taken from Hardware and Metal issue of December 19, 1891:—

"We are pleased to be able to report that Samuel Kennedy, the popular eastern representative for Samuel, Benjamin & Co., Toronto, has resumed his old trip, after being laid off for some time through illness."

Editor's Note.—Samuel Kennedy is now a member of the Kennedy Hardware Co., Toronto, wholesale dealers in hardware, M. & L. Samuel, Benjamin & Co. now confine themselves to metals, although when the above item was written, twenty years ago, they carried on a general wholesale hardware business, as their advertisement in Hardware and Metal of the period attests.

"Andrew E. Agar, of the firm Christie & Agar, hardware merchants and plumbers, Owen Sound, has been married at Southampton, to Miss Clara L. Zinken, daughter of the senior member of the big tanning firm of Zinken & Bowman."

Editor's Note.—Christie & Agar were the forerunners of the present firm of Christie Bros. & Co. In February, 1888, J. H. Christie, W. J. Christie and A. Agar, started the business under the name of Christie & Agar. They secured the stand at present occupied at Poulett street, and the business has never been moved during the twenty-three years of its history. Mr. Agar retired from the firm in 1895. A review of the Christie Brothers, who are a famous hardware family, appeared in the latest Annual Fall Number of Hardware and Metal.

"Chas. Noble has opened out large hardware store in Dundalk, Ont."

Editor's Note.—Mr. Noble sold his business at Dundalk a few years ago. He was one of the best known hardwaremen in the province.

"Albert E. Kemp, of the Kemp Tinware Manufacturing Co., Toronto, has been proposed for membership at the Board of Trade, on the introduction of President J. I. Davidson, and Vice-President Hugh N. Baird."

Editor's Note.—Mr. Kemp's latest honor was to be chosen as a member of the Borden Cabinet.

News and Methods of Canadian Hardwaremen

Hardware Firm Concerned in Voting Contest — Dealer Sells a Lawn Mower and Makes a Record — Pushing Washing Machines for Christmas Trade—Fine New Store at Halifax Opened.

SOLD A LAWN MOWER!

Toronto, Dec. 14.—W. J. Robinson, hardwareman, of 195 Royce Avenue, has established what he believes is somewhat of a record. On Wednesday he sold a lawn mower. The customer seemed quite rational, and insisted politely, but firmly, that what he desired was a lawn mower despite the incredulity of the salesman, when the need was first mentioned. Naturally he got it, although Mr. Robinson was in half a mind to insinuate that he would probably find more use for a snow shovel or an ash sifter. The money was paid over and the lawn mower sent out.

Speculation is ripe in the store now as to whether the article is intended for a Christmas gift. While hardly seasonable, it would make an eminently useful present, and might perhaps be intended as a gentle and early hint to some neglectful neighbor. It must not be overlooked that there are some classes of people to whom lawn mowers might be useful, even at this season; poets, for instance, and millionaires with a coupon crop in need of clipping the whole year around.

"I saw in Hardware and Metal that a dealer down in the Maritime Provinces sold screen doors last February," comments Mr. Robinson. "I think I have beaten that record now."

NEW ESTABLISHMENT OPENED.

Halifax, Dec. 11.—James Simmonds, Ltd., have opened their new Halifax premises at 41-45 Upper Water Street and Power's Wharf. The stand has been devoted to the hardware business for over half a century with but one interruption, which came as a result of the fire, which destroyed the H. H. Fuller & Co. building and stock.

The new Simmonds property consists of a stone and concrete building over 200 feet deep, and containing over 25,000 square feet of floor space. The store fronting on Water Street is devoted to the retail trade, while there are four or five doors opening on the wharf from the stores, including that from the shipping room and goods elevator, the latter operated by electricity. The building is as near fireproof as possible. There are fireproof doors throughout, asbestos lining, fire extinguishers, etc. There is also on each floor a set of tram rails running from the front of the building right through

to the rear wall, and passing the elevator and shipping room, and on these rails cars with good capacity are run for the carriage of goods.

The interior of the store is very handsomely fitted up with silent salesmen and wall showcases.

The president of the firm is James Simmonds. His son, Ralph B. Simmonds, is vice-president, and J. R. Simmonds is secretary-treasurer.

A VOTING CONTEST.

Rosetown, Sask., Dec. 11.—L. F. Heartwell & Co., hardware dealers, are co-operating with the newspaper here in a voting contest. They announce in a full page advertisement that they will give five votes with every cent of purchase price of any article on the page. A splendid variety of articles is shown, suitable for Christmas presents.

The newspaper is offering a piano for the contestant who gets the most votes. As a supplementary offer, a 20-piece set of Rogers Bros. silverware is offered for the most votes registered during a certain period. This set has been on exhibition in Heartwell's store window.

SELLING WASHING MACHINES.

Elmira, Ont., Dec. 11.—M. Weichel & Son, have been pushing the sale of washing machines for Christmas gifts. This may seem a little unusual, but the effort has been quite successful. Weichel & Son are appealing to the public in the following wise:

"There is no greater load to be lifted from the shoulders of the busy housewife, than the burden of wasday, when the washing is done in the old-fashioned way. A good clothes wringer and washing machine will save the operator from the hardest part of washing. At no time would a wringer and washing machine be more welcome and please the wife more than at Christmas. It would be a present worth giving. If you contemplate anything of the kind, we would be only too pleased to show you our stock of wringers and washing machines. We are sure we can please you, both in quality and price."

NEW HARDWARE FIRM.

Vancouver, B.C., Dec. 11.—Brown & Hartley have bought out the hardware business of Mark Dumond, at the corner of Main street and Keefer. R. L. Brown has lived on the coast for fifteen years and knows the business from door lock to roof nail. For three years he was

manager of J. H. Ashdown & Co.'s business at Nelson, and for a year was with McBride's hardware store in Cranbrook. A. E. Hartley was formerly with Wood, Valiance & Leggat in Vancouver, but in 1905 went with the Pacific Hardware & Steel Co., San Francisco. Prior to coming to Vancouver he was with Schwabacher in Seattle. The new firm should be successful, both being men of experience in the hardware business.

Some one had an idea the other night of getting some free stock from Wood, Vallance & Leggat. A policeman noticed the rear door open at three-thirty in the morning, and on investigating found the floor of the store littered up with revolvers, rifles and knives, the goods evidently having been stacked up by a burglar. The man must have been disturbed at his task, for nothing was missing from the store. Entry had been made through a skylight, and the rear door opened from the inside. An arrest was made, but there is no direct evidence against the prisoner.

CLOSING OUT SALE.

Camrose, Alta., Dec. 6.—H. W. Storey, the cash hardwareman, is holding a sale for the purpose of closing out everything. He is advertising the fact as follows:

"Stock is greatly reduced, but we still have a fair assortment in most lines.

"When we decided to close out this stock, we tried to cancel a large order for tinware and graniteware which we had placed direct with the factory, but they wired us that this car had been shipped. This shipment has arrived, and we have got to clean it out."

A long list of articles are enumerated, on which the prices have been materially reduced.

AN AUSPICIOUS START.

Rosthern, Sask.—Klaassen & Son, who have opened a hardware store here have made an auspicious start. In their current advertisement they announce the fact that they had done a big business before the doors of the store were opened. Orders were booked for four ranges, one heater and 6,000 lbs of barbed wire.

The new store was opened on Monday and business has been brisk ever since.

BY-LAW CARRIED.

The by-law granting a loan of \$5,000 to the Granby Hardware Co., for a period of ten years without interest was submitted to the ratepayers, and carried by a large majority. One hundred and forty-five ratepayers having a valuation of \$499,050, voted in favor of the by-law and 20, having a valuation of \$45,000 voted against it.

HARDWARE TRADE GOSSIP

Ontario.

A wire fence factory is to be started in Dundas. Local capital is interested.

W. D. Rogers has joined the staff of Dickie & Chapman, Hardwaremen, Pickering.

Many improvements have been made in the store of the Hocking Hardware Co., at Fort William.

Geo. Helderson, Collingwood, is advertising paint at a discount, to clear out his fall stock.

The excavation work for the new factory of the Guelph Stove Works, Guelph, has been started.

The Central Hardware Co., Ottawa, are advertising a widely assorted stock of Christmas goods.

E. Holt Gurney, sales manager of the Gurney Foundry Co., Toronto, was in Ottawa this week.

A by-law has been passed at Gananoque permitting stores to remain open after 6 p.m. until the new year.

The indoor baseball team of the Belleville Hardware Co., was beaten by Marsh & Henthorn, by 19 to 17 runs.

It is reported that a company, manufacturing wrought iron and steel pipe have been negotiating for a site at Fort William.

M. Weichel & Son, Elmira, are offering prizes for the best letters to Santa Claus written by children under twelve years of age.

It is stated that the Cochrane Hardware Co. contemplate the erection of a large business block at the Soo in the spring. The site was purchased some months ago.

Two men made an attempt to rob the hardware store of A. C. Graham, West Toronto, but were frustrated by the timely arrival of the proprietor. An arrest has been made.

R. E. Kamerer is negotiating for the establishment of a factory at Port Arthur for the manufacture of sheet steel goods. A plant will be erected to cost \$450,000, and 175 men will be employed.

J. Akitt, hardwareman, of Creemore, has lodged a protest against the election by acclamation of Hon. James Duff in Simcoe West. Mr. Akitt was nominated by the Liberal party, but his nomination papers were refused by the returning officer on a technicality, one of his movers having left the hall.

Mr. Akitt has lodged a protest and, it is stated, intends to carry the matter to the courts.

Quebec.

The annual convention of the Thos. Davidson Co., has been set for the 27th and 28th of this month.

Alf. Blackburn, a representative of the H. & D. Folsom Arms Co., N.Y., is calling on the Quebec wholesalers.

Last Friday being Conception Day, a great many of the hardware stores throughout the province were closed.

F. S. Laythe, superintendent of Butterfield & Co., Rock Island, Quebec, spent several days in Montreal this week on the way back from a trip west.

Among the retailers coming to Montreal on business this week were, Robert Duguay, LaBaie; A. Lafleur, Clarence Creek, and A. Lemieux, Henryville.

A. L. MacKay, sales manager of the Corbin Cabinet Lock Co., New Britain, Conn., called on a number of the Montreal jobbers on Monday and Tuesday.

In honor of the Duke of Connaught's visit, several of the Montreal wholesale houses and a number of the retail establishments closed their doors on Tuesday afternoon.

John C. Newman, manager of the Montreal branch, and the Quebec travelers, go to London, Ont., the latter part of this week to attend the annual convention of the McClary Manufacturing Co.

Wednesday was a particularly busy day for C. M. Strange, manager of Lewis Bros., Montreal. Not only did he have to attend to the regular selling, and the stock-taking which is now going on; but also he had to get his automobile out of a burning garage. Mr. Strange's friends who often ride with him, will be pleased to know the machine was unhurt.

Emile Daoust, hardware merchant, of 1801 St. Denis street, Montreal, has assigned upon the demand of Adalbert Dufresne. The liabilities, which amount to \$7,500, are spread over 25 creditors, of whom the principal ones are: Alex. Bremner, \$259; Brandram-Henderson, \$354; Caverhill-Learmont, \$1,900; Canada Oil Co., \$196; Dominion Paper Co., \$105; Patterson Mfg. Co., \$350; Page Wire Fence Co., \$141; Stinson Reeb Builders' Supply Co., \$162; Adalbert Dufresne, \$237; L. G. A. Cresse, \$175; Leopold Daoust, \$1,200; Yvonne Daoust, \$416; Emile Daoust, Jr., \$300; Art Lapointe, \$1,600. Assets consist of stock in trade, horses and rigs, and several bits of real estate.

Western Provinces.

Wm. D. Cowrie is building a tinshop at Saskatoon.

The McDonald Cordage Co., may locate a plant at Weyburn, Sask.

A new hardware store has been opened at Viewfield, Sask., by D. McKnight.

A store has been started at New Warren, Sask., by the Monson Hardware Co.

A. E. Beach, former hardwareman of

Earl Grey, Sask., has built a new grist mill at that place.

The Macleod Hardware Co., Macleod, Alta., announce the arrival of their opening stock of furniture.

A large building in Weyburn, Sask., known as the Methers building, has been sold to a hardware firm.

A glass factory may be located at Grassy Lake, Alta. A Chicago firm are negotiating for a site there.

The hardware business of H. T. Grain, Kerrobert, Sask., will in future be conducted by the firm of Grain & Beatty.

The hardware firm of Winteringham & Hames, Glen Ewen, Sask., will dissolve partnership on January 1. W. W. Winteringham will continue the business.

The property of the Assiniboia Club, Regina, comprising a 75 foot frontage on Scarth street, and 125 foot frontage on 12th avenue, has been sold to the Peart Bros. Hardware Co. for \$95,000.

Maritime Provinces.

A strike at the nail works of James Pender & Co., St. John, has been amicably settled and the men have returned to work.

The monthly meeting of the Hardware Men's Association, St. John, N.B., was well attended. It was held in the Board of Trade rooms.

John Medley Robertson, of the firm of Robertson, Foster & Smith, wholesale hardware dealers, Dock street, St. John, N.B., died this week in Boston, while on his way with his wife to Los Angeles to visit his son, who has been located there for some time. He was 66 years of age, and respected highly among his business associates.

CONVENTION OF SALESMEN.

A meeting of the sales force of the Ontario Lantern & Lamp Co., Ltd., took place recently at the factory at Hamilton, Ont. Among those present were Messrs. J. W. Moneur, manager of the Montreal Branch, and A. L. Woolf, manager of the Winnipeg office. The ever-smiling W. F. Kelly, who labors under the strain of extracting orders from the jobbers and dealers in the Province of Ontario, also illuminated the proceedings by his presence.

The selling policy for the ensuing year was discussed and decided upon, and the various needs of the customers provided for.

Orders for carloads of goods were prepared, and every provision made for placing a full stock in the various branches for the first of the year.

The social end was not overlooked, and at the end of the meeting, each man went back to his post, the better pleased for a renewed supply of "fighting energy."

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 56.

MARKETS IN BRIEF.

Montreal.

Copper—Up 25c per cwt.
 Copper Plates—Up 1c a lb.
 Spelter—Down 5c a cwt.
 Turpentine—Up 4c.
 Linseed Oil—Down 8c.
 Iron Piping—Down 15c per 100 feet.

Toronto.

Turpentine—Up 3 cents.
 Copper—Up 25c per cwt.
 Iron Piping—A general advance.

MONTREAL.

Montreal, Dec. 15.—Copper still holds the centre of the stage, having advanced rapidly during the past week. Indeed, the climb has been so remarkable, that dealers—who in the past have paid little attention to this metal—have set themselves to find a cause for the higher price level which has been reached. Their opinion seems to be that high water mark has been reached, for the time being at least. Large buying has forced the prices up. Now the buyers have a good supply. Their orders, therefore, will not be large from now on, and prices will naturally sink somewhat. This movement may not make itself felt at once, but the opinion is that such will be the trend of the market.

Tin has declined during the week, though not sufficiently to bring a change in the prices for purchases of moderate size. Spelter, too, has declined. This has not left Canadian purchasers in a bad position, for they were not overstocked—rather the other way.

Generally, business is good for this time of the year. The Christmas season always brings a lull, but this is not at all serious.

Tin.—On the primary market the metal is from £6 to £7 lower than last week. When tin is lower the handlers are inclined to scratch their heads. They want to know the reason. There does not seem any good cause for the present depression. Indeed, none of those who follow the market closely seem to think that the low prices will obtain for any long time. This is regarded as a good time to buy, and local handlers are buying. It is expected a higher level—perhaps higher than any there has been so far, will be struck in a week or two.

Lead.—This metal appears to be in the hands of speculators. To them the present quietness of the market is at-

tributed. Yet the position is not similar to that of tin. Lead has been about as high as it should go. The present lower level, therefore, would seem a natural move. There may be advances in a fortnight or even sooner, but the general tendency seems to be toward a more reasonable price.

Copper.—Advances in this metal have been rapid. During the week copper plates have risen a cent, while the ingot metal has climbed too. Since summer the copper has advanced more than 1½ cents a pound. This is considered a more rapid increase than should occur, the general impression being that this will not last.

The high prices have found some dealers unprepared. It appears, however, that the majority of those in Canada had a good stock on hand, and will not have to buy a great deal at the higher figure. Those who are short are holding on as best they may, waiting for a decrease.

Spelter.—This market has sagged greatly. In Europe the demand is firm, but in the United States it has dropped off alarmingly. Canada is not greatly affected. Users of the metal here were not at all heavily stocked—owing to the shortage—so they will be able to take advantage of the drop. As a matter of fact, bonded ore has been bought here, and never has more than \$6.25 or \$6.30 been paid for this. The present reduction, therefore, amounts here to only five cents.

Pig Iron.—A steady demand is keeping up, though a number of the factories have already secured their winter supply. The market is a little stiffer, but there has been no advance in the prices locally. A good demand for scrap iron is being felt.

TORONTO.

Toronto, Dec. 14.—While there is nothing spectacular about the metal situation, everything is reported to be satisfactory. A good volume of business is being done, although on account of the near approach of the end of the year, the orders placed are mostly of small size. Purchasers of metal are inclined to order only for immediate requirements, now that stock taking time is so close at hand.

Tin.—Trade in tin is comparatively dull. This condition is reflected all through the tin industry, reports from the primary markets indicating a lack of interest and, in consequence, of buying. The price has been hammered down some at London and quotations here a

little weaker. The predictions made by metal men a fortnight ago that tin would reach the 50-cent mark are not repeated with the same confidence now.

Copper.—The feature of the market is the advance in copper. Some local metal firms report that they have made an advance of one cent in the price but the general advance is 25 cents per cwt. Confidence is more general that the improvement is to prove permanent. In fact, copper is experiencing a boom that is likely to last. There has been a good volume of business done locally.

Antimony.—There are still some signs of activity in the demand for antimony but it appears to be getting back into the rut from which it emerged last week. There have been some enquiries this week.

Lead.—The situation here is rather unsettled. The demand felt locally is good but it is not as heavy by any means as it has been for the past couple of months. Stocks have become larger as a result. Sellers appear satisfied with the present condition of the market. The price locally has not been changed this week.

Spelter.—The market is quiet and prices have fallen off a little on the primary markets. No change has been made here yet, although it would not create a great degree of surprise if a decline were made before long. Prices are more or less nominal as the demand has fallen to a low ebb. Although there is no disposition to force business by hammering down prices, the market is ragged and somewhat erratic. It is believed here that the spelter situation will soon show improvement.

Pig Iron.—Only a small amount of business is being done, users seeming determined to order from hand to mouth. Prices remain firm, as follows: Canadian Foundry, No. 1, \$19, and No. 2, 50 cents a ton less. Old Country iron is quoted at \$19.50 for Middlesboro No. 3, and \$50.25 for Clarence No. 3; Summerlee No. 2 is \$22, and Cleveland No. 1, \$20.50. Jarrow and Glengarnock irons are at \$20 and \$22 respectively.

Old Materials.—Business is not very heavy. Quotations are as follows: Heavy copper wire, 10½c to 11c; heavy yellow brass, 7½c to 7¾c; heavy red brass, 9½c to 9¾c; heavy lead, \$2.90; light copper and bottoms, 9¼ to 9½c; tea lead, \$2.40; machinery cast iron, No. 1, \$14, No. 1 wrought, \$10; malleable, No. 1, \$8 to \$10; miscellaneous steel, \$6 to \$7; stove plates, 411.

A banquet was held at Medicine Hat to celebrate the opening of the Alberta Linseed Oil Mills. About two hundred were in attendance.

HARDWARE MARKETS

MONTREAL.

Montreal, Dec. 14.—A little winter weather at the present time undoubtedly would be acceptable to the hardware dealers, both retail and wholesale, yet in spite of the remarkably high temperature, business has been good. The only fault that can justly be found with it, is that it would have been much better, had the snow, which came a little time ago, remained.

Seasonable goods have become unseasonable. Who would think of buying skates, hockey sticks and the other paraphernalia of winter sports just now? Well, a few do; but for the majority there has to be snow on the ground and winter in the air before they determine that they must have these goods.

Christmas specialties have been unaffected by the spring-like weather. Here the demand is growing rather than decreasing. Many dealers who have already booked large orders are wanting still further supplies. It seems the hardware men are getting their fair share of the Christmas trade.

A change has come in the price of iron piping, the figures being lowered approximately 15 cents on the 100 feet. This reduction proved a surprise. It has been hinted that the quotations would return to the old high level, but instead of this the lower price struck by the United States manufacturers has brought about another reduction here.

Christmas Goods.—Silver goods and plated wear are in great demand at present. Christmas shoppers are buying more than ever before, and those dealers, even who thought they had bought largely, are sending supplementary orders. Carvers and manicure sets are evidently selling well also, for large orders for these are coming to the jobbing houses.

For work benches, such as are used in the Manual Training Schools, there is also a good call. Indeed, one house which has carried these for a number of years is completely out of the line. Many fathers are giving these as presents to their boys. They are fairly expensive, but in a city there are always a large number of people who are able to afford such gifts.

Household Goods.—A good business is being done here. Christmas is a universal time of good cheer, and to have good cheer it is necessary to have also all manner of cooking utensils. Orders for these are, therefore, coming to the retailers, and through them to the wholesalers.

Sporting Goods.—Here the falling off has been noted. There is not a great deal of chance for the retailers to sell

skates, hockey sticks and similar lines when the air is fairly balmy. The dealers have laid in a good stock, and so they are sending sorting orders. "Unless cold weather comes soon," said one wholesaler, "there will be a real loss. For if people get to the first of the year without buying new skates they are inclined to decide that their old ones will do for one more year. They get the idea that there is going to be an open winter, too. We need snow and frost."

Building Hardware.—Little activity is being shown here. There is a certain amount of business coming, because of alterations, which are being made in old houses. Also some door handles and similar goods are being used in the new buildings, which, through some delay, are just now reaching completion. The general business in this line is small.

Heavy Hardware.—The scarcity of nails, bolts and piping is slightly relieved, though still some orders for nails are unfilled. This is said to be largely owing to large orders which the railways and gigantic concerns have placed. These orders are given preference, and the wholesaler and the retailer has to suffer. But the supply is now getting more equal to the demand, so there is little cause to worry.

Pipe has been reduced in price, the new figures per hundred feet being:

Black Pipe		Galvanized Pipe
\$ 1.80	¼ inch	\$ 2.57
1.80	⅜ inch	2.57
2.35	½ inch	3.23
2.75	¾ inch	3.83
3.93	1 inch	5.48
5.35	1¼ inch	7.49
6.44	1½ inch	8.98
8.05	2 inch	11.46
12.85	2½ inch	18.30
16.86	3 inch	24.03
22.57	3½ inch	33.65
25.65	4 inch	35.90

Cement.—A good steady demand is keeping up. Here, the mild weather has been of benefit, for it has enabled the continuance of outdoor work much later than is usual in this Province.

TORONTO.

Toronto, December 14.—Snow is needed to help along the retailer but the wholesaler is not suffering to any extent. Business from their standpoint is about as good as they could desire. The retailers, in anticipation of a big business—which anticipation will be justified beyond all doubt—have been ordering heavily.

The only complaint that the wholesaler has, therefore, on the score of the weather is that it threatens to curtail future orders of skates. Business in skates up to date has been good but it needs a touch of ice and snow before Christmas to get people buying in earnest.

The freight congestion is not entirely relieved at this point.

Seasonable Goods.—Despite the open weather, supplementary orders for winter goods are already arriving. New supplies of sleigh bells, heaters, rugs, blankets, snow shovels, scrapers, weather strip are being sent out. In addition to this class of business, many first orders are being placed as plenty of dealers have delayed filling their requirements until the first spell of continuous cold weather.

Christmas Goods.—It is surprising how many dealers are still in the market for Christmas goods. While the bulk of them are stocked up fully for the holiday trade, there is still a rush of orders for goods required for next week's demand. Needless to state, these orders are of the rush variety and the jobbers are kept busy making their shipments on the moment. All lines are still selling. There is a splendid demand for silverware and cutlery. Tool sets are also a popular line. Brass goods, cut glass, etc., are all selling well.

Household Goods.—Demand has centered largely in goods which can be featured for holiday trade, such as nickel-plated and brass ware, aluminum goods, coffee percolators, chafing dishes, brass kettles, spirit lamps, etc. There is, however, a surprisingly good demand for the "common or kitchen" variety of articles—pots, pans, roasters, etc.

Builders' Hardware.—The demand has fallen off but quite a number of fairly good-sized sorting orders are still being received. The mail has not shown any decided shrinkage as yet and this is accepted as a sign that the present volume of business will continue for some weeks.

Heavy Hardware.—The demand for heavy hardware is not very large although quite a little spring booking is being done. It is much easier to obtain prompt shipments and to maintain adequate supplies. Prices remain firm. Price quotations are:—Discounts on carriage bolts, 3-8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Sporting goods.—There is a splendid demand for skates and hockey supplies. Everything salable for the Christmas trade—and all sporting goods are for that matter—is being rushed out. Toboggans and snowshoes are in demand in some sections and sleighs are selling in good bulk also.

Hardware Letter Box

Manufacturers of Chain.

C. R. Mabee, Goderich—"Are there any chain manufacturers in Canada? If none, please name some of the largest dealers."

Standard Chain Co., Montreal; McKinnon Chain Co., St. Catharines.

Floor Tile and Piston Packings.

Northern Engineering & Supply Co., Fort William—"Will you kindly let us know the people in Canada who are agents for Old Country manufacturers of floor tile, white octagon, 1½-inch diameter? Will you also inform us the names of some of the concerns who handle piston packings?"

Canadian Fairbanks Co., Toronto.

X Ray Polish.

Macnab Bros., Orillia—"Where can we get X Ray stove polish?"

Can any reader give this information?

Stamped Metal.

Geo. E. Mumford & Sons, Halifax, N. S.—"As I am a subscriber to Hardware and Metal, I take the liberty of asking if you can inform me where I can send for stamped goods, or get them stamped?"

Thos. Davidson Mfg. Co., Montreal; American Can Co., Montreal.

Perfecta Oil Lamps.

A. W. Holliday, Millbrook, Ont.—"Can you inform me of the name of the firm manufacturing the 'Perfecta' mantle oil lamp?"

Can any reader supply information on this point?

NEW BRANCH AT VANCOUVER.

The latest addition to the Canadian Department of E. C. Atkins & Co. is the branch which has just been opened at Vancouver, B.C.

The wonderful development of the company's interests in Western Canada rendered it imperative to establish a selling and distributing depot for the Canadian factory at Hamilton.

The new Vancouver branch is in charge of W. C. Birdsall, manager of sales. Every lumberman and hardware man

throughout British Columbia knows "Bird" and likes him.

F. R. Arnett, well known in this section and for some years associated with the company in the states, will assist Mr. Birdsall as office manager.

The new branch is located in the brand new store building at No. 109 Powell St., which is in the heart of the business district of Vancouver. The building is 25 x 100 feet and is six stories high, with a basement. It is thoroughly modern in every particular, well lighted and admirably adapted for the company's use. The ground floor is fitted as a sales and office room with private offices and social rooms for visiting customers. A large display window and vestibule entrance furnishes an opportunity of showing constantly the various types and styles of saws and tools which the company make. The upper floors accommodate the duplicate stock of all kinds of saws and tools, thus giving the customer the benefit of prompt delivery at the lowest possible transportation expense. A very complete repair shop has been installed under the personal supervision of experts which have been sent direct from the factory. All kinds of re-fitting such as cutting down, re-toothing, gumming, re-tempering, hammering, filing, etc., will be done.

The entire Canadian business is under the direct management of H. P. Hubbard with headquarters at the Hamilton factory.

The general officers of the company are H. C. Atkins, president; N. A. Gladding, vice-president, manager of sales; M. A. Potter, secretary, and F. C. Gardner, treasurer, who look after the financial and accounting departments, and W. A. Atkins, general superintendent.

The almost limitless supply of timber on the Western Coast of Canada, together with the remarkable development of the business interests in that section undoubtedly insure for the Vancouver branch a prosperous future.

OPPORTUNITY KNOCKS, BUT IS ALSO "KNOCKED."

Opportunity knocks. Also opportunity is sometimes "knocked."

It was last winter that a wholesale house in Montreal urged an uptown dealer to make a display of work benches in the window, and to sell these in the store. The dealer considered the proposition. He was told the benches would cost him \$17 and could be retailed at \$25, giving a clear profit of \$8. It was pointed out that the study of manual training has created a demand among boys for work benches and tools, and that these would sell well at Christmas. The dealer thought not. He was some-

what of a "knocker." He turned the opportunity down.

The offer was made at the Hardware Department of a departmental store. It was accepted. Last year a number of the benches were sold. This year more were ordered, but already the manager has sent back to the wholesale house for an additional supply. He has taken all that the wholesale house had, and now, more than a week before Christmas, is waiting for more benches to come from the factory.

RAPID WORK ON FACTORY.

Owing to the rapid growth of the business of The Canada Metal Co., Ltd., Toronto, and the great demand for their goods in the West it has been found absolutely necessary to build a factory in Winnipeg. Commodious premises have been purchased on Chambers street, and all the machinery is being installed under the personal supervision of W. G. Harris, Jun., vice-president of the company. No expense has been spared to equip this factory with modern and up-to-date machinery and appliances.

Once the Canada Metal Co. make up their mind that a thing is necessary no time is lost. To give an idea of the go-ahead methods of this most progressive Toronto firm, it is only necessary to state that though they did not get possession of the premises on Chambers street, until November, yet everything will be in full operation by the first of January.

WELL INFORMED SALESMEN.

St John, N.B., Dec. 12.—The importance of having their clerks and traveling staff thoroughly familiarized with their wares is realized by the Enterprise Foundry Co., of Sackville, N.B., and they are putting into effect methods whereby this interesting feature in training will be taken advantage of. W. S. Fisher, of the hardware firm of Emerson & Fisher, and one of the board of directors of the company, speaking of the matter this week, said that they always aimed at having those selling their goods entirely intimate with their wares as it assisted materially in disposing of them. H. G. Jackson, who for some time past has been representative of the company in Eastern Ontario, came to the city this week and will go to the shops at Sackville to spend several days in delving into what is going on in the manufacture of stoves. When he has finished, he will take up his old ground about Montreal. Mr. Fisher said the company reported an excellent year's business and were well satisfied with the outlook.

The Western Hardware Market Situation

Freight Blockade Continues at Winnipeg — Business Shows Quieter Tone—Serious Shortage Likely in Stoves and Ranges —Heavy Spring Orders Being Booked for Paints.

Winnipeg, December 11.—A quieter tone prevails in the hardware situation this week and is apparently the forerunner of the quiet months which generally prevail during December and January in these lines every year. Combined with this the situation prevailing in the blockage of terminal freight yards of the various railroads in the city has assisted very materially in raising the wrath and indignation of wholesale houses. It was emphatically stated this morning by one of the largest wholesale firms in the city that the situation was much worse this week than it has been right along, owing partly to the close of navigation on the Great Lakes which took place last week. As stated before an extra effort was made in order to carry as much grain to the head of the lakes as possible in time to catch the last trip of the boats and this combined with the extra traffic in bringing West the freight which was brought up by these boats has resulted in throwing conditions in the terminal yards in Winnipeg into a worse condition, and it will take fully two weeks to straighten conditions out. Perhaps no better idea can be given of the situation which has been prevailing during the last month than to quote a few examples of actual cases that occurred. A car was shipped from Port Hope to Winnipeg over the C.P.R. some time last month and it took nine days to make this trip. After arriving in the yards, however, it was delayed for thirty days before it was delivered to the firm to whom it was billed. Not only were incoming cars delayed but outgoing cars were just as bad. Dozens of cases are quoted where cars were loaded on Nov. 6th and 7th for points west and were still in the city on December 1st. In one case a car was shipped on Nov. 6th and billed for Castor, Alta. Nineteen days after date it arrived at its destination when under ordinary conditions it would have taken four days to do the trip. Such cases can be quoted by all firms and the general result has been to dissatisfy all firms as it is due entirely to want of switching terminals and storage tracks in Winnipeg on all railroads. The engine power appears to be present in enough quantity to handle all traffic but the want of space to handle this traffic which is increasing every year is the problem to be solved. Trade as stated above is rather quiet and many dissatisfied letters have been received from retail merchants regarding the delay of their cars, who of course are responsible for shipments as soon as

they are taken over by the railroads. However western optimism prevails here again and wholesalers and retailers are endeavoring to make the most of existing conditions.

Stoves.—There is likely to be a very serious shortage in all kinds of stoves, coal and wood heaters, and ranges this winter. One firm stated this morning that they were pretty nearly cut off as their stocks were so low that they simply could not supply the demand for these lines. A pleasing point in the trade is that the demand has been for an expensive range, and these are the lines on which the majority of the houses are short, especially on heating stoves. In general Xmas lines such as shelf goods, enamel ware, tinware, etc., orders have been coming in in large quantities, as many new stores are being opened up throughout the West. As the Xmas trade is reported to have been very good and as collections have been showing up a little better there is reason to believe that the returns at the end of the year will show a very marked increase.

Sporting Goods.—The demand for these lines has been keeping up very well during the Xmas season; orders are still being received and wholesalers are required to rush some supplies out as in many districts threshing is still continued and there is likely to be more money in circulation in the West this winter than was anticipated a few weeks ago.

In the general lines there is no change whatever in price and quotations will be noted to be the same as last week.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Augur Bits.—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts.—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel. Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks.—Steel, 50 per cent; wood, 60 per cent.

Cut Nails.—\$3.15 per keg base.

Wire nails. base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c, to 20 inch gage 29c.

Crowbars.—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Cleverages.—7½c. per lb.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files.—American, 75; Black Diamond, 60; Nicholson's 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24, \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe.—¾ in., \$3.25; 1 in., \$4.05; 1½ in., \$5.00; 2 in., \$7.20; 1½ in., \$9.80; 2 in., \$11.80; 3 in., \$15.30.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones.—Per 100 lbs., \$1.65.

Horseshoes.—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails.—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10 and 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools.—50, 5 and 5 p.c.

Hinges.—Light T and strap, 65 p.c.

Hooks.—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers.—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe.—Black—¾ in., \$3.15; 1 in., \$2.30; 1½ in., \$2.35; 2 in., \$3.15; 2½ in., \$3.80; 3 in., \$5.45; 4 in., \$7.45; 5 in., \$8.95; 6 in., \$11.55; 7 in., \$13.40; 8 in., \$18.40; 9 in., \$24.15; 10 in., \$32.25; 12 in., \$36.75; 14 in., \$42.50; 16 in., \$47.50; 18 in., \$61.50; 20 in., \$95.50; 24 in., \$118.

Logging Chain.—1 in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns.—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Poultry Netting.—57½ per cent.

Pig Lead.—\$4.75. Lead Pipe—\$5.75.

Lead Waste.—\$6.75.

Rivets and Burrs.—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope.—Sisal, 8c; pure manila, 10½c; British manila, 8½c; lath yarn, 3c.

Sheet Zinc.—Casks, \$8.75; broken lots, \$9.25.

Steel Squares.—40 off new list.

Stoves, Furnaces and Cooking Accessories

Making Two Profits Out Of One Stove Deal

Accepting Second-hand Stoves in Part Payment Has Advantages as Well as Disadvantages—These May be Repaired and Sold at a Good Profit—The Balance on the New Stove, Moreover, is Usually Made in Cash—J. D. Smith, of Richmond, Explains How he Meets the Difficulties Which Face a Handler of Stoves Who Serves a Country Community.

Richmond, Dec. 14.—Stove selling in a large city, and stove selling in a small town, are two altogether different propositions. In the city the business has been going along well this fall, and from the remarks of J. D. Smith, of Richmond, there has evidently been nothing to complain of in the smaller places. Indeed, Mr. Smith declares that this season has been one of the best for stoves that he can remember, and the business, moreover, is not concluded yet. Still country people are buying ranges, and still they are coming for Quebec heaters and Oak heaters which will keep the farm house warm even in the bitterest of Quebec winter days.

Difficulties to be Faced.

But the sale of stoves to country people is not devoid of difficulties—difficulties which will be well known to many dealers in the smaller places. Perhaps the greatest trouble of all comes from the desire of the people to exchange old stoves for new ones. Nearly every time a stove is sold, something is said about taking an old model in exchange. Perhaps hardwaremen in large places can avoid this kind of business, but to a small town dealer this is impossible. He must accept the old ranges, and it appears he may accept these with considerable profit to himself.

"I don't have any trouble disposing of the second hand stoves I take as past payment," remarked Mr. Smith to a Hardware and Metal representative. "There is some trouble handling the old models, but the demand for them is good. I have made a good deal on money out of this kind of business in the past few months."

Where the Double Profit Comes.

Then Mr. Smith gave some instances of deals which he had had.

"Six years ago," he said, "I sold a range to a farmer near here. This year he came in and wanted another stove. He also wanted me to take that other range in exchange. Well, I looked the old stove over, and said I would

give \$10 for it. That suited the farmer, who gave me the balance on the new stove in cash. I got a new grate for the second hand range, and did one or two other little things to it, which cost about \$1; then I sold the oldtimer for \$17. That was two profits," remarked Mr. Smith, "which I made out of that stove, and you see it was all cash business."

Know Where to Dispose of Stoves.

When Mr. Smith was talking he had just returned from calling upon a farmer who wanted a new stove. This man, too, wished to give an old range and an old Quebec heater as part payment. Mr. Smith was willing enough to take these, for he knew at the time where he could dispose of them, and as a matter of fact did dispose of them that same afternoon. He got cash for these, and got the balance due on the new range in cash. Another cash transaction with two profits instead of one—two profits because there was the regular profit on the new range, and a profit on the old base burner and the old range, since both sold for considerably more than Mr. Smith allowed on them.

Evidently there is money to be made from second hand stoves. But to make the money a dealer must know the people of the community in which his store is situated. He must know where he will be able to dispose of the old stoves upon which he makes an allowance.

Problem of Monthly Payments.

Even those who do not want to be credited upon an old model, cause the small town dealers some trouble, for almost without exception they want credit. In many cases they want to make their purchase upon the monthly payment plan.

Mr. Smith has been face to face with this problem, and he has found the one way out as far as he is concerned, is to meet the desires of his customers.

"We have been doing business right here for more than forty years now," remarked Mr. Smith. "We should know

who it is safe to trust. And that is what we work on. Any one wanting a stove upon monthly payments can have it if we know they are good. And the majority of the people hereabouts are good, too. In forty years we haven't been left often."

Will Furnaces Affect Heaters?

That the stove business will continue good for some time yet Mr. Smith declares is quite certain. "There are lots of people," he remarked, "who won't buy until they have to. They won't get their heaters until the bitter weather comes. They'll put off buying a new range, too, as long as they can."

The business in heaters, Mr. Smith seems to regard as one which will die out somewhat as years go by. "The farmers are thinking of furnaces now," he remarked. "I have installed a lot of these this year. As yet it has not made any impression whatever on the call for heaters. That seems to be brisker than ever, but the growing popularity of furnaces will undoubtedly affect the demand, in this district, in the years to come."

MUST SEND COUPON.

The Ontario Lantern & Lamp Co., Hamilton, desire to point out that the notice "Send Coupon for Calendar," which has appeared in many of their advertisements latterly, has, unfortunately, led to a misunderstanding and consequent disappointment to many of the readers of these advertisements. The sales department is in receipt of a large number of letters, with requests for calendars, containing the advertisement in question, cut out of the paper in which it had appeared. The advertisement itself is not the coupon referred to. This is found only in the globe of the Banner lantern, and the calendars are forwarded on receipt of this coupon. It is in the form of a post card addressed to the company with a space for the name and address of the sender and the dealer from whom the lantern was purchased.

Col. J. L. McAvity, of T. McAvity & Sons, hardware dealers, St. John, N.B., has been elected first vice-president of the Maritime Trap Shooting Association while Frederick Magee, of Port Elgin, is president.

Advertising Stoves Was Found Profitable

The Experience of Geo. A. Menzies, of Tweed—A. Keeler, of Prescott, is Pushing the Sale of Ranges for Christmas Gifts—Lindsay Stove Man is Moving Into Handsome New Store.

It pays to advertise. Geo. A. Menzies, hardwareman of Tweed, Ontario, is more convinced of this fact than ever before. He inserted a stove advertisement in the local weekly newspaper a fortnight ago and was able to detect direct results at once. A large number of stoves were sold during the week which followed the appearance of the ad. Several of the sales were made to people who specifically stated that they had seen his advertisement and had been induced thereby to drop in and see him.

Mr. Menzies was so pleased with the results that he decided to improve his efforts along that line. The current issue of the Tweed newspaper contains a larger advertisement than before. It includes descriptions of many of the stove lines that he carries and effective arguments to induce buying.

Stoves as Gifts.

O. Keeler, of Prescott, Ontario, is pushing the sale of stoves as Christmas gifts. Under the caption, "A Christmas Gift for Mother," Mr. Keeler states in his advertisement:

I would impress upon you the necessity of placing your order at least two weeks before Christmas, in or-

How are you Going to Roast Mr. Turkey?

In a common open pan or in an up-to-date Savory Roaster

By the old way you lose all the flavor, the turkey becomes dry and tough and is sometimes burnt.



By the new way you save the nice rich flavor and can't burn the turkey and it never gets dry.

An Appropriate and Seasonable Ad.

der to insure delivery of the range in time for the holiday.

There is a splendid opportunity for the sale of stoves at Christmas time. Mr. Keeler is one of the few who have grasped it.

Issuing Circulars.

W. F. Dibblee & Son, hardware and stove dealers, Woodstock, N.B., have

do not believe in dropping stoves as soon as the usual limit of the season is reached.

In advertising the top draft stove that they handle, Dibblee & Son advance some telling claims. Among other points they urge that this stove heats up in half the time and that it effects a saving of 25 to 50 per cent in fuel.

Presents Strong Arguments.

Dan Shannon, hardwareman of Marmora, Ontario, has an effective advertisement in the local paper on December 7. After extending a general invitation to call and inspect the new stock he has put in, he proceeds to advance some good arguments. He states: "It will burn the least fuel, bake the quickest, cause the least trouble and last a lifetime. No risk is taken, as every range is guaranteed to cook and bake perfectly."

In New Store.

W. R. Keys, stove merchant, Lindsay, Ontario, will open up business on the first of the year in new quarters. A handsome plate glass front will be installed and the interior will be fitted up to display his stove stock to best advantage. To the rear of the store, a large workshop will be installed.

Mr. Keys intends to inaugurate his entry into the new store with the addition of a line of electrical supplies, fixtures, sad irons, etc. It is his intention to secure an electrician to look after this new department.

To Roast the Turkey.

L. F. Heartwell & Co., Rosetown, Sask., are advertising roasters for the Christmas demand. As will be seen they are doing so in an effective way.

To stimulate the demand for stoves, Heartwell & Co., are offering a discount of 15 per cent., during December.

Selling for Cash.

J. Brandon, Lashburn, Sask., is selling stoves on the cash plan. He announces that he has just imported from headquarters a carload of stoves and ranges, the largest of its kind ever made to Lashburn. These are being offered at "rock bottom prices for cash."

Giving Turkeys Free.

Westwood Bros., Queen Street, Toronto, are offering a turkey free with every stove purchased from them before Christmas. Some fine, plump birds, hanging in the store windows, lend point to the offer.

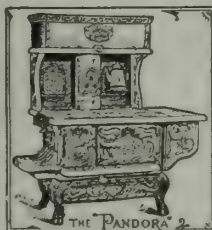
Howard Morphy, of the Findlay Stove Works, Carleton Place, got a small piece of steel in his eye. He was sent first to Ottawa, and then to Montreal, where it was successfully extracted.

A Christmas Gift for Mother

Give her one that she will use three times a day every day of her life; one that will prove your thoughtfulness of her comfort.

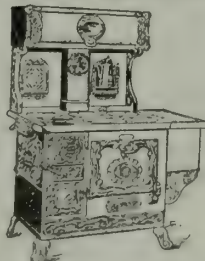
In over forty years' experience in handling ranges, I have learned to distinguish between good and bad ones, and I unhesitatingly stake my reputation on the

PANDORA CAST IRON RANGE



No. 9218, with 19 in. and 28 in. covers, oven 18 in. wide, enameled steel reservoir, high warming closet, oven thermometer and coal and wood linings, price \$55:00

KOOTENAY STEEL RANGE



No. 9219, with 19 in. covers, oven 18 in. wide, enameled reservoir, high warming closet, oven thermometer and coal and wood linings, price \$52:50

Either range may be had without the extra attachments at a proportionately lower price, or with water front for heating range boiler.

A liberal discount will be allowed off the above prices for cash.

I would impress upon you the necessity of placing your order at least two weeks before Christmas in order to insure delivery of the range in time for the holiday.

A. KEELER, Prescott, Ontario

Advertising Stoves for the Christmas Trade.

Give her one that she will use three times a day every day of her life; one that will prove your thoughtfulness of her comfort . . .

been issuing circulars in that district relating to their stove stock. This policy has been maintained right up to the present moment, showing that the firm

STOVE AND HEATING MARKETS

Smaller Demand.

The inevitable falling off in demand at this season of the year has come to pass. Ranges are still selling in fairly good bulk but in other lines the business done is little better than usual at this time.

MONTREAL.

Montreal, Dec. 14.—If this were March people would be saying spring is in the air. Since it is mid-December, the weather is merely being called unseasonable—at least that is all it is being called which will bear repetition. This unseasonableness, however, has had a depressing effect upon the stove trade. This will not be permanent. Those who need a heater this winter will have to get one, even if the mild atmosphere does cause them to delay their purchase.

But without the unseasonable weather trade would be quiet just now. As a matter of fact the great part of the stove business has been done—as far as the manufacturers are concerned. Now they are only being called upon to fill sorting orders. They are at last having time to plan carefully the work of next year.

Ranges. — Retailers report that they are still selling a number of these. Especially is this so throughout the townships, where the farmers are getting cookers before the winter sets in in earnest. Many of the dealers have good stocks on hand. Others are sending to the manufacturers for further supplies. None of the orders coming are really large. But together they make a good aggregate.

Oak Heaters. — It is here that the mild weather has had a bad effect. Many there are who need these stoves. But the climate has been so temperate that some have not yet realized this need. They will shortly, and then the retailers will have to meet a hurried demand. Some are preparing for this. But others, who have no good means of telling what may yet be expected of them, will have to send in rush orders to the manufacturers. The general slackness will enable these to be filled promptly.

Base Burners. — Orders for this line of stoves are small now. Still a good many are being sold throughout the Province of Quebec, but these were shipped from the manufacturers some time ago.

Furnaces. — Only the new buildings are being installed with heating plants at present. There are a good number

of these which were finished late, and so the business in the city has not flattened out. But the orders are comparatively small. There will be little more happening now until spring comes again.

Christmas Goods. — For the past two weeks there has been exceptionally heavy ordering of nickelware and such fancy goods as are appropriate for gifts. Now the retail stores have largely secured their stock. A few orders are being received, but for the most part, the selling is being done by the dealers. Sorting orders, however, are still coming in.

Kitchen Furnishings. — While shipments in this line have fallen off, inactivity has not set in. The travelers for the various concerns are at work, and orders are coming daily. The majority of these call for shipment in January or February. From Quebec and the Maritime Provinces these are coming, but large orders are also reported from the west, by houses which make a strong bid for that business.

Granite ware is going exceptionally well, but for all kitchen furnishings the call is satisfactory—much better, indeed, than it was at this time last year.

Collections are reported good. The weeks before Christmas are good ones for securing payment of bills. It is being found so this year. Some renewals are being sought, of course, but generally the money is coming in fully as well as is to be expected.

TORONTO.

Toronto, December 14.—A quieter tone is now noted in stoves and heating goods. In some lines, the demand has fallen off very materially; in others, there is still some degree of briskness but altogether the volume does not compare in any sense with the amount done a fortnight ago.

It is now reasonably certain that the year has broken all records in stove sales. All manufacturers approached bear unvarying testimony to this fact. Business attained to such proportions that, while a famine did not develop, it was only a short distance removed.

Ranges.—The demand is still fairly active for ranges. This is not surprising in view of the fact that ranges sell all the year around to some extent. During the past week some good sized orders have been placed. These, peculiarly enough, have come almost entirely from the northern sections. Orders for as many as a dozen ranges have been placed by dealers in the north and north western towns. This is rather surpris-

ing in view of the fact that the cold weather sets in so much earlier in the north and, the demand usually is satisfied earlier than in the other sections.

Oak Heaters.—The continued open weather has spun out the demand for heaters and it is believed that quite a little will be done in this line before the winter sets in actively. The sale of oak heaters depends to a great extent on the rigor of the weather, inasmuch as people leave off buying until the very last moment. There have been a number of good orders placed for the style of "pot stoves" used in stations, etc.

Base Burners.—Demand has fallen off to some extent. Manufacturers state that the number of base burners sold this year has seen an advance over past records. Only sorting orders are now being received; for one, two, or three stoves at a time. Few large consignments have been ordered.

Furnaces.—The furnace situation is easier. Few orders are now being received from outside points and the manufacturers are pleased to be able to report that they have pretty well caught up with the demand; a contingency which has been helped along to a great extent by the open weather. There are many orders from Toronto still unfilled but in all cases where the furnace men are pressing it is possible to make deliveries. "We haven't any furnaces to spare yet," said one man, "but the situation is a good deal easier."

Plates and Sheets.—The demand is now falling off some but there is still quite a good volume of business going. Deliveries continue satisfactory.

Kitchen Furnishings.—There is a splendid demand felt, particularly for the better grade of utensils, ostensibly for the Christmas trade.

NEW PATENTS ISSUED.

136,918, F. C. Grosskopf, San Deigo, Cal. Hinges.

36,922, Jno. A. Harriss, New York, N.Y. Knives.

136,927, M. Henry, Terry Haute, Ind. Grease cups.

136,930, B. R. Jones, Somerset, Pa. Combination lock nut, washers and bolts.

136,932, W. P. Kidder, Jamaica Plains, Mass. Shock absorbers.

136,935, Geo. A. Logan, Boston, Mass. Safety razors.

136,938, Jas. D. Miller, Milwaukee, Wis. Safety razors.

136,949, W. A. Peters, Burwell, Neb. Whip socket locks.

136,957, Chas. L. Seely, Chicago, Ill. Reinforced concrete construction.

136,965, A. Tigges, Remscheid, Had-denbach, Ger. Skates.

136,970, I. H. Watters, Galesburg, Ill. Hinges.

Methods of Retailing Paints and Varnishes

Feature Paint During the Coming Week

A Great Deal Will be in Demand for Home Decorative Purposes—How a Maritime Firm is Working Public Interest in Paint—Staff Should be Encouraged to Talk Paints to Customers.

Does it pay to feature the paint stock at Christmas time?

Most emphatically, yes.

There is bound to be a lively demand for paint just before the festive holidays begin; and the more the home dealers encourage it, the livelier the demand will be. People desire their homes to be bright and attractive at Christmas more than at any other time of the year. They scrub and dust unwearily; spend time and money on typical decorations; do everything they can think of to render the home attractive for the annual home coming. Frequently paint and varnish are used to help along the good work. In many cases, however, this very necessary feature is neglected, for the simple reason that it was not thought of. Had there been a live paint dealer in the neighborhood, to keep the paint question to the front by means of a window display, it is reasonable to assume that many families, which neglected to include interior painting in their decorative programme, would undoubtedly have done so.

A Good Example.

A good example in this respect, has been set by T. McAvity & Sons, St. John, N.B. This season they have been featuring the paint department strongly. Not only have they kept their stock prominent in the store, but they have done effective advertising. In order to give the paint advertising matter a double prominence, they used in the newspapers separate from their regular ad. A recent copy of their paint ad. is herewith reproduced. It contains a telling appeal, right to the point and effectively worded.

It is understood that T. McAvity & Sons are doing a record business in this department. This is due, undoubtedly, to the progressive methods adopted.

Time is Short.

Although one week only is left, it is not too late to do something with paints. Most people leave everything until the last moment anyway. The work of decorating will begin in the average home about Wednesday or Thursday, in many cases still later. A live salesman

could sell plenty of paint from Monday on.

Why not sound customers on this point? A polite query while wrapping up the parcel or waiting for change, would not do any harm. "Do you require any paint or varnish stain, madam? You will be decorating the house now and something of that kind will help a great deal."

As the customer is bound to be interested in the subject, the salesman has a point in his favor at the start. An adroit turn of the conversation will bring the subject of home decorations around and from there it is a natural step to paint.

fortunately, is growing smaller all the time

An Improved Interest.

More interest is being shown in the department now than at this period in previous years, however. The writer visited half a dozen stores recently and in three of them found displays of paint in the store windows. In all cases, the stock was more or less prominently placed in the store and the dealers appeared to be more than satisfied with the amount of business being done.

It is hoped that every hardware dealer in Canada will make an effort during the coming week, to boost the sale of paint for interior decoration. It will be found a profitable campaign.

CANADA PAINT CONVENTION A SUCCESS.

Montreal, Dec. 15.—The annual conference of the Canada Paint Company,

Christmas Time Is Home Time



Once more we are on the threshold of Christmas, with its home-coming and family re-unions. It is then the home should look its best.

PAINT plays an important part in making the home attractive—a touch of varnish stain here, mixed paint there, a little gilding or some enamel work in another place works wonders, and in this connection we may say—

**No Matter What You Want to Paint,
We Have The Right Material for the Purpose.**

T. McAVITY & SONS, LTD., 13 KING ST.

Advertisement Used by Progressive Maritime Firm.

Some dealers neglect this opportunity in a most incomprehensible and obtuse way. For instance, the writer knew a hardwareman who handled a stock of house decorations last year, for the first time. He sold practically his whole stock and made a neat profit. The funny part of it was that he sold hardly a pint of paint. With customers in the store every day for the express purpose of arranging for home decorations, neither the dealer nor his clerks once mentioned the subject of paint. That so golden an opportunity should have been so completely neglected, is typical of the attitude that quite a few dealers adopt in the matter of paint. The number,

which concluded with a banquet last Friday evening, proved a great success, the travelers going back to their several headquarters more enthusiastic than ever, and more confident that 1912 is to be a banner year in the paint trade.

The general condition of business was discussed at the various sessions, and plans were laid for the coming year's work. The travelers all showed an optimistic spirit, predicting that business will be better in the spring. They do not think the high prices of the paint will cause any falling off in orders. As a matter of fact there has been no increase in price over last year.

The travelers were shown clearly that

their work has been better this year than last, for the financial report of the first three months of the company's year—September, October and November—showed a fine increase over the corresponding period in 1910.

The banquet with which the gathering ended, was held at the Canada Club, all the travelers east of Winnipeg, the office staff, the heads of the various factory departments and the management, being present.

Government Rescinds the Wrongful Duty

**Will Refund the Extra Money Paid in by Glass Handlers—
Mistake of Government Official Becomes Apparent to the Customs Department—What Effect Will This Have on the Prices?**

Montreal, Dec. 15.—The excessive rate of duty upon glass which was levied some time ago through a mistake of the late government's Trade Commissioner in London, has been rescinded. The extra duty which the glass handlers of the Dominion have paid, as a result of this new scale, is to be refunded. Official announcement of this has not been received by the glass handlers as yet, but such is the word which has come from the Department of Customs at Ottawa.

The mistake, as had been explained in these columns before, came through the Canadian Trade Commissioner thinking that Canadians use the same grade of glass as that which is bought in Belgium. He found the value of this. Found the value upon which the Canadian handlers were paying duty; and then, having performed a simple sum in subtraction, announced that the Canadians were paying duty upon too low a price.

This he reported to the government, and the government, not knowing that Canadians use an inferior grade of glass—a grade indeed costing exactly the amount upon which the handlers had been paying duty—determined to charge a higher rate of duty—a duty upon the price paid for the better quality of glass used in Belgium.

What effect the cancelling of this ill advised extra duty will have, is hard to tell. The handlers will get refunds which will gladden their hearts—though they have expected these. The duty on glass coming to Canada will be less now than it has been for the past few months. This would seem to point toward a lower price level. But little glass is coming in just now. What is being sold was brought in by boat before the correction was made in the duty. Therefore the glass being sold at present cost the handlers the higher duty which had something to do in inducing them to raise prices. This, of course, is overlooking for the moment that refund.

But little glass is being sold just now. The buying is done for the fall and win-

ter. The question of price, therefore, is not of vital importance.



By "Mack."

The subject of competition is one which is well to the fore in the list of business problems that merchants are asked to solve before the goal of success is reached. The life of trade to many, it may easily mean the death of business to others. So many meanings are attached to the word as each individual interprets it as applying to his own situation. A few years ago, the average hardware dealer held the opinion that the most powerful resistance he could devise to defend his trade against the rivalry of a competitor, was to open a campaign of price cutting warfare in which the most offensive weapon was the selling of nails at the wholesale base price by the keg. He might even lose a cent or two per keg if his mathematical skill was undeveloped. Wire was formerly a favorite medium of profitless selling the entire district being sometimes demoralized for a season when some dealer experienced the benevolent sensation against an adversary which included for its fullest expression the extermination of the said adversary's wire business for a more or less extended period. The weakness of the above delineated plan of extreme effort to attract business to a centre, is that there can be no restriction to the number of combatants and the result is that at the cessation of hostilities there has very likely been a loss equally shared in time, treasure and

energy. Competition raised to a higher level should advance both the business and those engaged in it if an ambition were evolved to emulate those leaders of better average ability who are successful in their chosen branch of merchandizing. Native capacity, industry and knowledge of the intricacies of business usually prevail over the system which relies in constantly disorganizing trade prices in small communities for the supremacy in the struggle for trade and those who are deficient in business acumen are progressing in the direction of early success if those qualities are assiduously cultivated. The best grade of competition especially in our smaller towns benefits the individual and the community in which it is generated, often showing evidence of this condition by expansion in population and municipal assessment through the promotion of new industries. There are many channels of natural rivalry that lead to progress when they are discovered and the energizing of a business by a contemplation of the most modern methods employed is one of the avenues most used. New circumstances are constantly taking place and vigilance in adapting the commercial equipment to the change ensures the life of a store when indolent habits of management would cause it to decay. Apparently among the most attractive and effective features of the store in present time is light and brightness and any one may without scruple give as much scope to competition for excellence along this line as he may have the ability to conceive and the funds to execute.

F. H. HAYHURST HONORED.

F. H. Hayhurst has resigned from the managing directorship of the Galt Art Metal Co., Galt, Ont., after twelve years of service. On the occasion of his departure from that place, he was presented by the Board of Trade with a gold-headed cane and an address, in which was pointed out the capable work which he had done in the public service. For three years he was president of that body. He also served on the council and filled the post of chairman of finance. The presentation was made on the occasion of the annual meeting of the board. Mr. Hayhurst replied in a happy vein.

SEEKING LARGER MARKETS.

Vancouver, B.C., Dec. 11.—The Simplex Manufacturing Co., a comparatively new concern in Vancouver, contemplate reaching into the Northwest market. The company manufacture the simplex sliding parlor door hangers. Arrangements have been made in regard to the Calgary market, and before long it is expected to be on the ground to Winnipeg. Iver Johnson and O. D. Hong constitute the company.

Yes, Sir! Every solitary Paint Need you can think of is well and profitably filled by the famous ML Line.

ML Paints—Made just a little better and more carefully than the next best paint—they stand the weather test wonderfully well. It pays to sell paints that last—your customers blame YOU when they don't.

ML Floorglaze—A self-varnishing finish in solid and transparent colors—that dries glass-hard over night. Has a non-scratchable, brilliant surface. Good for any paint use.

Elastilite Varnish—In a class by itself—so good that even amateurs get fine results. Sell it without a doubt that it will give perfect satisfaction, for any varnish use, indoors or out.

THERE'S a good proposition waiting at our office for aggressive dealers. There are samples of all our lines at all three of our depots. Get in touch with us. We are aggressive folk ourselves, believers in advertising and we take care of people who deal with us.

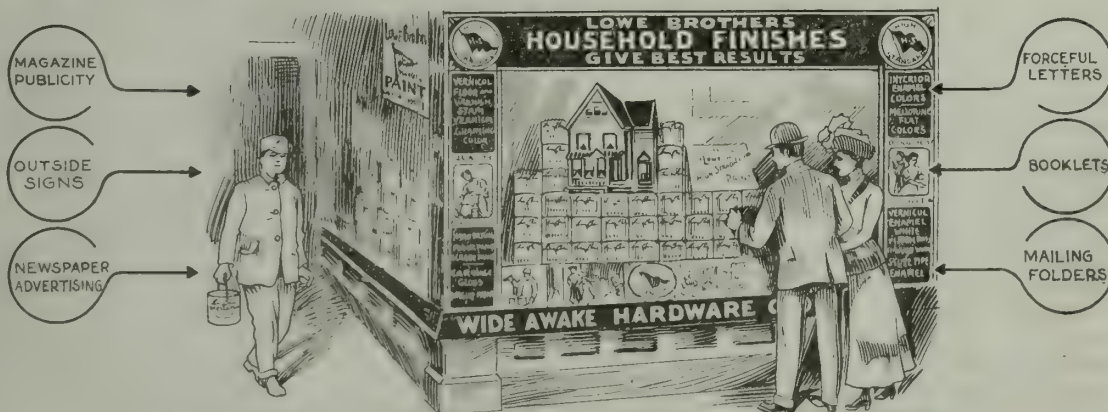
Imperial Varnish & Color Co., Limited

6 to 34 MORSE STREET, TORONTO

108 Princess Street, Winnipeg

524 Beatty Street, Vancouver

HIGH STANDARD-IZE YOUR APPEAL



GET THE PEOPLE ON THE OUTSIDE TO COME IN

It takes GOOD ADVERTISING and GOOD PAINT to BUILD BUSINESS.

Back of every can of "HIGH STANDARD" Paint is a great big active advertising force, ever working to cultivate new customers for the dealer.

Back of every gallon of "HIGH STANDARD" Paint is that feeling of security for the dealer, and satisfaction for the user that holds trade, and makes business a pleasure.

Our travelers have the proof to show you.

Lowe Brothers, Limited, Toronto

DAYTON

NEW YORK

BOSTON

CHICAGO

KANSAS CITY

PAINT AND OIL MARKETS

Quiet Situation.

The paint and oil market does not exhibit much activity. Demand has sunk almost to the minimum, although some spring booking is being undertaken. Turpentine has gone up and linseed oil is threatening to follow suit.

MONTREAL.

Montreal, Dec. 15.—What changes there are in prices this week are of little consequence, for the time of year has come when orders are light. Now few dealers care to fill their shelves. They prefer to wait until the paint companies have issued their spring catalogues.

Linseed has dropped, as was to be expected after the flax seed crop was reaped. But the lower level is not of any great importance since only a few are buying. The impression seems to be that more still will be clipped off the price.

On the other hand, flax seed has risen in price, which would seem to indicate that the linseed will revert toward the old high level. But there are a number of things to account for the rise. It is likely, for instance, that this is the result of some bull rumor, to the effect that the Plata crop had been badly damaged by frost. Those reports may be expected almost weekly from now until January, when the Plata seed will be garnered.

Turpentine has risen slightly, though why is a little hard to say. There is a good supply on hand, yet at Savannah, where the market is controlled, the figures asked have been advanced.

Generally business is quiet—a natural state of affairs in December. The principal activity on the part of the manufacturers is booking orders for the coming season. Nearly all the concerns have their travelers out, getting the trade to give some idea what they will want next spring.

White Lead. — No charge whatever has occurred here. Pig lead has become a little more plentiful, and while this has not altered the position of white white lead as yet, it seems to indicate that there will be no further advance in the cost of that commodity. Prices are now the same as last week, that is: In one ton lots, \$6.60 per cwt.; five ton lots and upward, \$6.45; for shipments of less than a ton, \$6.75, f.o.b. Montreal.

Putty. — Little demand is being felt. When the glass trade booms, putty booms. Now that glass is quiet there is little putty being sold.

Linseed Oil. — Here a good deal of

fluctuation has been noticed. Late last week prices dropped. Then, when flax seed took a jump on some bull card, linseed seemed to tend toward its old high level. But the upward movement was short lived, and now the quotations are generally lower than last week. The market is not fixed. Some are quoting a figure nearly as high as last week, others name their price as 87 for the raw, and 90 for the boiled, in barrel lots.

The truth is that the companies are not anxious to sell oil which they bought at a high price, at a low level. Few sales, however, are being made.

Glass. — Business in this line has settled down to the regular winter hum drum. Large orders have practically ceased. From now on the dealers will merely sell small quantities for repairs, or for a few houses late in completion.

Petroleum — The demand for this line is good. Some dealers got in such a large supply before navigation ceased that they will need little more until spring. But others are still buying. The growing popularity of oil heaters has increased the demand for petroleum materially.

There is no change in prices, these being quoted as follow: Prime white, 14; water white, 15½c; Pratt's astral, 19.

Turpentine. — What has caused the stiffening is a little hard to tell. There is no great demand. Neither is there any shortage of the oil. It seems the syndicate in Savannah has succeeded in getting a strong enough hold on the situation to put the price at a higher level.

TORONTO.

Toronto, December 14.—The situation is very quiet and only a fair amount of business is being done. Some of the jobbers have taken their travelers off the road until the first of the year and this, of course, has resulted in a material slackening up of the demand.

Some orders are being placed for spring deliveries of paint, oil and white lead; in fact, it is said that the tendency to order the spring paint stock well in advance is quite marked.

Linseed Oil.—The oil situation is puzzling the supply men. The prices quoted here remain the same—raw at 86 cents and boiled at 89 cents. At the same time, the price of flax has advanced and the English quotations on oil are higher than the local figures. Under the circumstances, there is a feeling that an advance almost at any time can be expected. An oil crusher is reported to have stated that he firmly believed oil had touched its lowest point. The oil

market will be well worth watching for a time.

Turpentine.—An advance of 3 cents has been made in turpentine, the price now being 71 cents. This development has been expected for some time, as the price on the primary markets at Savannah and Jacksonville has been making stiff advances. In fact, the Savannah price has jumped 5 cents in the last short while. It is said that the local retail price of turpentine does not afford the jobber a reasonable amount of profit so that, if the present price continues at the southern markets at its present basis, it is quite possible that a further advance of one or two cents will be made in the next few days to enable the jobbers to save themselves from loss.

Rosin.—During the past two weeks, rosin has advanced about 20 cents per barrel in the common grades.

White Lead.—The situation remains the same, except that there is a more stable tone. The steadier tendency in lead has had some effect. The fact that pig lead has ceased to advance is certain to insure stability for some time at least in white lead; at any rate, no talk of an immediate advance is now heard.

Glass.—The amount of business being done is still heavy. The jobbers report that they have not yet been able to catch up with all their orders. The shortage in double diamond, while not as pronounced, is still felt to some extent. Prices are very firm but the talk of further advances has subsided—for the time being, at least.

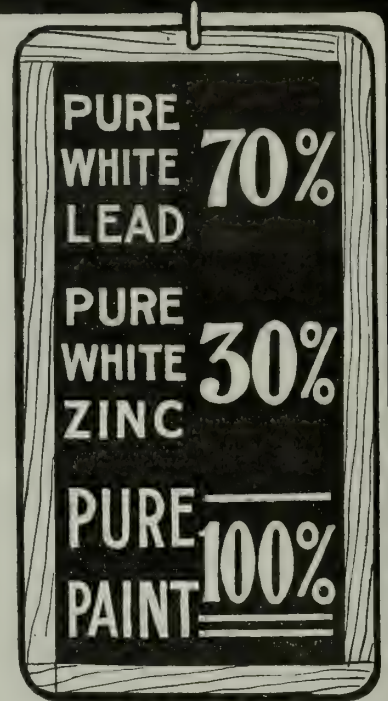
Putty.—It is reported that there is a good volume of business being done in putty. The price has not advanced with the close of navigation and is not likely to unless linseed oil takes a distinct upward turn. In the meantime prices remain firm. Standard putty is quoted as follows: Bulk, in casks, \$2.20; in 100-lb. drums, \$2.25; in 25-lb. drums, \$2.65; bladder, in barrels, \$2.75. Pure putty prices remain the same: Bulk, in casks, \$2.50; in 100-lb. drums, \$2.80; in 25-lb. drums, \$2.90; bladder in barrels, \$3.

Prepared Paints.—Some sorting orders are being received but they are scattered and small. Mail orders have fallen off and, as many of the travelers are off the road, the demand has just about reached the minimum. Some spring booking is being done, however.

Varnishes and Japans.—The amount of business being done is rather better here but the volume is not large by any means. Some fairly good-sized sorting orders, to cover the Christmas trade, have been received.

Petroleum.—Quotations on coal oil are a trifle higher than at last mention. Prime white is quoted at 12 cents, water white at 13½ and Pratt's Astral at 15

B-H "ENGLISH" PAINT



You will have a **MERRY CHRISTMAS** if you stock B-H "ENGLISH" Paint for 1912

You will know that you have for your customers the highest grade paint that it is possible to make—the only liquid paint in the world manufactured with a base containing 70% Brandram's B.B. Genuine Government Standard White Lead.

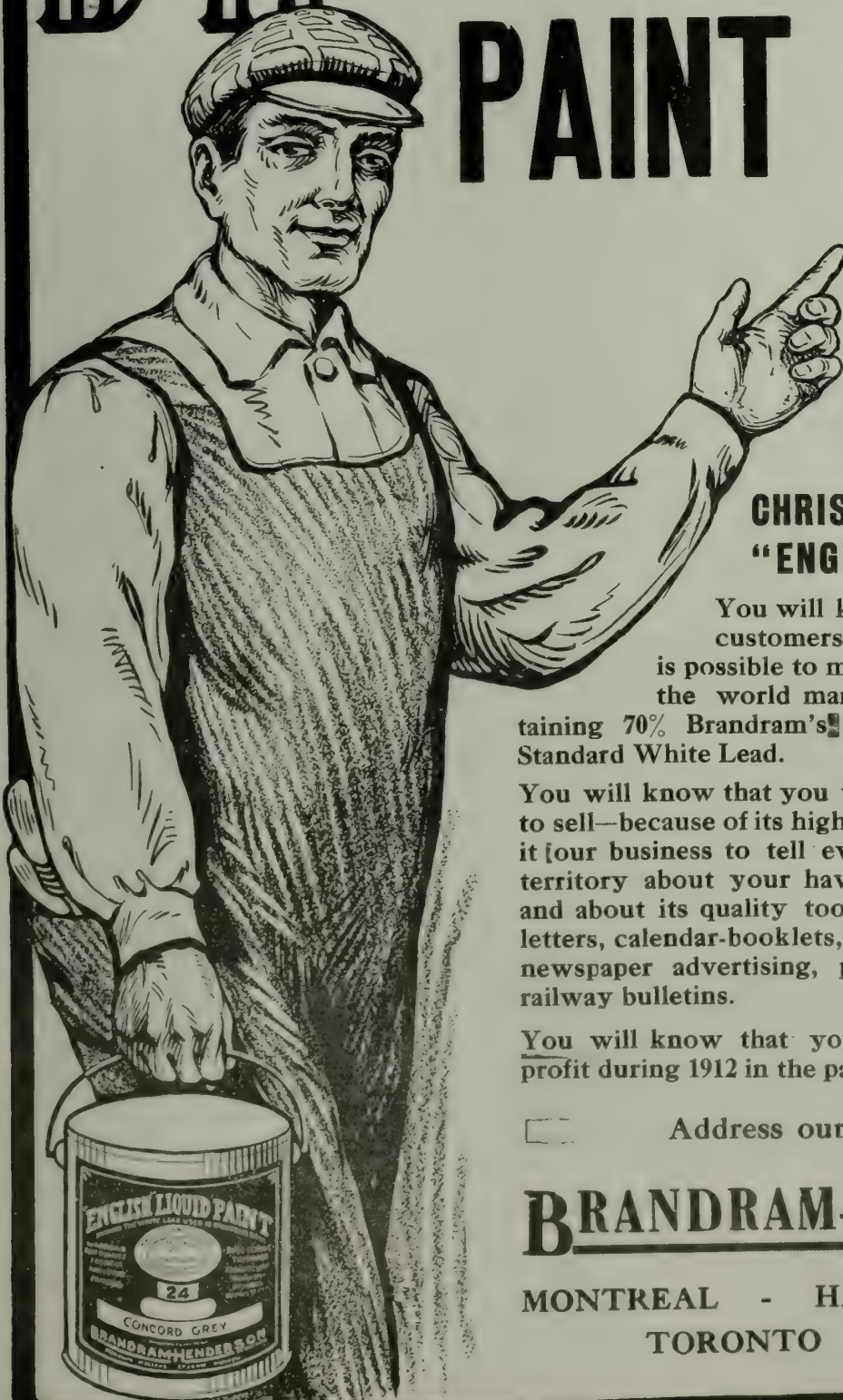
You will know that you will have a paint that is easy to sell—because of its high quality and because we make it our business to tell every property owner in your territory about your having B-H "ENGLISH" Paint and about its quality too—we tell them by personal letters, calendar-booklets, store displays, outdoor signs, newspaper advertising, posters, street car cards and railway bulletins.

You will know that you are going to make a good profit during 1912 in the paint end of your business.

Address our nearest office.

BRANDRAM-HENDERSON LIMITED

MONTREAL - HALIFAX - ST. JOHN
TORONTO - WINNIPEG



CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c; Imperial tough, 50c; White Brass, 48c; Metallic, 45c; Special, 33c; Harris heavy pressure, 25c; Hercules, 20c; White bronze, 15c; Star frictionless, 10c; Aluminoid, 9c; Mogul, 6c; No. 3, 5c; No. 4, 6c, per lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine—50c; Superior, 45c; A Special, 35c; Hoo, 25c; "A," 20c; "B," 18c; "C," 15c; "D," 12c; No. 1, 10c; No. 2, 8c; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, $\frac{1}{2}$ to 1 inch, per 100 lb.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch.	2 30	2 40
Tubes per 100 feet, $\frac{1}{4}$ inch.	9 50	9 00
" " " 2 " "	8 25	8 50
" " " 3 " "	10 50	10 00
" " " 4 " "	12 00	12 10
" " " 5 " "	15 00	15 30
" " " 6 " "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 21
Rods, base $\frac{1}{2}$ to 1 inch, round.	0 16
Tubing, seamless size, per lb.	0 21
Tubing, iron pipe size, 1 inch base.	0 21
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2
Jasmin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62 $\frac{1}{2}$ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62 $\frac{1}{2}$ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber L.B.M. straightway and water gate valves, screwed and flanged, 62 $\frac{1}{2}$ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot.	14 25
Out lengths, round bars, $\frac{1}{2}$ to 2 in.	21 00
Plain sheets, 14 oz., 14 $\frac{1}{2}$ oz., 14 $\frac{3}{4}$ oz.	23 00
Copper sheet, tinned, 14x60, 14 oz.	24 00
Copper sheet, planished, 14x60, base	31 00
Braziers, in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62 $\frac{1}{2}$ p.c.

IRON AND STEEL

In car lots.	Montreal	Toronto
Canadian foundry, No. 1.	19 50	
" " No. 2.	19 00	
Middlesboro, No. 3 pig iron.	18 00	19 00
Sumnerlee, No. 2	20 00	22 50
Carron, special.	20 00	
Carron, soft.	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.	17 75	20 50
Glengarnock.	32 00	32 50
Radnor, charcoal iron.	18 75	
Ayresome, No. 3.	18 75	
Ferro Nickel pig iron (800).	25 00	
Steel billets, Bessemer or open		
hearth, f.o.b. Pittsburgh.	27 50	
Angles.	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged	2 05	2 25
Refined	2 15	2 30
Horsehoe iron	2 15	2 30
Mild steel.	1 95	2 15

Sleigh shoe steel.	1 90	2 15
Iron finish machinery steel		
(domestic)	1 95	2 15
Iron finish steel (foreign).	2 25	2 25
Reeled machinery steel	2 00	2 35
Tire steel	0 15	0 15
Sheet cast steel.	2 85	2 90
Toe cask steel.	0 07 $\frac{1}{2}$	0 08
Mining cast steel.	0 65	0 65
High speed.	0 50	
Capital tool steel.	0 50	
Cammell Laird.	0 15	
Black Diamond tool steel.	0 08	0 08
Corona tool steel.	0 07 $\frac{1}{2}$	
Silver tool steel.	0 12 $\frac{1}{2}$	

COLD ROLLED SHAPING	
9-16 to 11-16 inch.	0 06
$\frac{1}{2}$ to 1-7-16	0 05 $\frac{1}{2}$
1-7-16 to 3 "	0 05
Montreal, 25 and 2. Toronto, 30.	

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.	2 90	2 90
All bright, 52 sheets.	3 70	4 00
Galvanized—Apollo D. Crown Ordinary		
18x24x52.	4 75	4 35
" " " 470	4 70	4 60
20x28x80.	8 90	8 70
" " " 940	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)	
22 gauge, per square.	6 10
24 "	5 00
26 "	3 85
28 "	3 65
Less 10 p.c.	

GALVANIZED SHEETS				
B.W.	Queen's	Fleur-	Gordon	Gorbals'
gauge	Head	de-Lis	Crown	Beet
16-20.....	3 60	3 35	3 60	3 60
22-24.....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25
Colborne Crown—3.65, 3.70, 3.75, 4.00.				
Less than case lots 10 cents per hd. extra.				
"Comet" sheets—				
22.....				3 65
24.....				3 70
26.....				3 75
28.....				4 00
Apollo brand.....				
24 gauge.....			3 60	3 45
26 ".....			3 85	3 50
28 ".....			4 10	3 95
10½ oz. equal to 28 English			4 35	4 25

IRON PIPE.			
Size (per 100 ft.)		Black.	Galvanized
$\frac{1}{2}$ inch.	.....	1 80	2 57
"	.....	1 80	2 57
"	.....	2 35	3 23
"	.....	2 75	3 83
1 "	.....	3 93	5 48
1 $\frac{1}{2}$ "	.....	5 35	7 49
2 "	.....	6 44	8 98
2 $\frac{1}{2}$ "	.....	8 05	11 46
3 "	.....	12 85	18 30
3 $\frac{1}{2}$ "	.....	16 86	24 63
4 "	.....	22 57	33 63
4 $\frac{1}{2}$ "	.....	25 65	35 90

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 and 10 per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11 $\frac{1}{2}$
Light copper bottoms	0 09	0 09 $\frac{1}{2}$
Heavy red brass	0 10	0 10 $\frac{1}{2}$
" yellow brass	0 08	0 08 $\frac{1}{2}$
Light brass	0 02 $\frac{1}{2}$	0 02 $\frac{1}{2}$
Tie lead	0 02 $\frac{1}{2}$	0 02 $\frac{1}{2}$
Heavy lead	0 02 $\frac{1}{2}$	0 02 $\frac{1}{2}$
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00

Machinery cast scrap, No. 1	16 00	14 50
Stove plate.	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers.	0 09	0 08 $\frac{1}{2}$

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb.	4 60	4 50
Imported pig, per 100 lb.	4 85	4 60
Bar pig, per 100 lb.	4 85	4 25
Sheets, 2 $\frac{1}{2}$ lb. sq. ft., by roll.	5 20	5 00
Sheets, 3 to 6 lb. ft.	4 90	4 75
Cut sheets $\frac{1}{2}$ c. per lb. extra.		
Cut sheets to size, $\frac{1}{2}$ c. per lb. extra.		

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, $\frac{1}{2}$ c. per pound.
Traps and bends, 45 per cent.

SOLDER.

	Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26 $\frac{1}{2}$	
Wiping.	0 23	0 24	

SHEET ZINC.

5-owt. oaks	8 25	8 00
Part oaks	8 50	8 50

SPELTER.

Foreign, per 100 lb..... 7 25 7 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$47 50 46 00

Redipped Charcoal Plates—Tinned	
M L S. Famous (equal Bradley)	Per box
I C, 14x20 base.	\$7 00
I X, 14x20 base.	8 25
I X X, 14x20 base.	9 50

Raven and Murex Grades—	
I C, 14x20 base.	5 00
I X, 14x20 base.	6 00
I X X, 14x20 base.	7 00
I X X X, 14x20 base.	8 00

"Dominion Crown Best"—Double.
Coated, Tinned.

I C, 14x20 base.	7 00	7 00
I X, 14x20 base.	8 25	8 25
I X X, 14x20 base.	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base.	4 50
I X, 14x20 base.	5 25
I X X, 14x20 base.	6 00

Bright Cokes
Bessemer Steel—

I C, 14x20 base.	4 25
20x28, double box.	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets.	7 50
I X, Terne Tin.	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	
" 14x60, "	7 00
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 75	7 35
" 26 "	7 85	

WIRE

ANNEALED OUT HAY BAILING WIRE.

No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 $\frac{1}{2}$, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths $\frac{1}{2}$ to 11 $\frac{1}{2}$, discount 30 per cent; other lengths 20c per 100 lb. extra; if eye or loop on end add 25c per 100 lb. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 2, \$2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$8.30; No. 26, \$8.65; No. 27, \$9; No. 28, \$9.30; No. 29, \$9.65; No. 30, \$10; No. 31, \$10.30; No. 32, \$10.65; No. 33, \$11; No. 34, \$11.40. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in $\frac{1}{2}$ -lb. hanks, 38c; in $\frac{1}{4}$ -lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

BAT WIRE IN COILS

\$2.35 base f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.30; 10, \$2.80; 11, \$2.85; 12, \$2.45; 13, \$2.55; 14, \$3.15. In car lots straight or mixed.

FOULRY NETTING.

2-in. mesh, 13 w. g., 60 and 2 $\frac{1}{2}$ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, \$2.35 base; No. 10 gauge, 60 extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for cooping and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c; spring wire \$1.25, bright soft drawn 15c; charcoal (extra quality) \$1.25, packed in oaks or cases 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in $\frac{1}{2}$ -lb. hanks 75c, in $\frac{1}{4}$ -lb. hanks \$1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb..... 2 45
Galvanized, plain twist..... 2 75
Car lots and less.

Dominion special field fencing, 33 $\frac{1}{2}$ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, $\frac{1}{2}$, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, $\frac{1}{2}$, \$5 inch, \$15.10. Per 100 feet f.o.b. Toronto.

Galvanized, WROUGHT STAPLES	2 85
Plain.....	2 60

PAINTS, OILS AND GLASS

BARN PAINT
In barrels, 1-gal. tins..... 0 80 0 85
In barrels, 5-gal. tins..... 0 80 0 85

SHEEWAX



J. MOXON & SON

OXFORD STOVES AND RANGES

GENERAL HARDWARE

PAINTS, OILS, GLASS, PUTTY, ETC.

SOLE AGENTS IN PRINCE EDWARD
COUNTY FOR

WOOD FIBRE PLASTER

PICTON, ONT.

December 6th '11.

Pinchin-Johnson & Co. (Canada) Limited,

Toronto, Ont.

Gentlemen:-

We have now on our shelves the stock of Pinchin-Johnson Paint ordered from you, and are very proud of the fine appearance it makes. It is a matter of pleasure for the writer to sit in a Picture Show, as he often does, and when the slides are put on advertising Pinchin-Johnson Paint, and our name appears as Agents, to hear the remarks, "That's the new Paint Moxon & Son are selling; I am going to try it. It must be good or they would not advertise it so". Almost daily we have parties coming in from the country asking for a color card of MINERVA Paints. They have seen the signs.

We have handled one make of Paint for over twelve years before making the change to MINERVA, and can say in all truth that we have had more enquiries re the Pinchin-Johnson Paint since we took the agency, (and this is only a few months), than we had for the other Paint all the years we handled it. I also find my clerks are far better satisfied. They speak proudly of your Counter Album showing colors, of the color cabinet to hold folders, the fine arrangement of slats and window displays, until at the present time I wonder how I ever got on and did a paint business with the line I handled.

We have already booked a number of good jobs to be painted with MINERVA in the Spring, and unless we mistake greatly next Spring will be a banner year for Pinchin-Johnson MINERVA Paints in Pictou. I have but one regret in making the change. We had quite a stock of the other line of Paint we handled when we took your agency. I instructed my clerks to run it off at most any price in order to get rid of it, but since the advertising of MINERVA Brand, though we try to push it, we find it a hard proposition.

I once wrote to The Gurney Foundry Co. of Toronto as follows:- "After a careful consideration of every line now marketed in this country, I have come to the conclusion that nothing will make a name for my store - nothing will make friends for me like the line of Stoves and Ranges made by the Gurney Foundry Co".

I might say in conclusion that I feel the same regarding MINERVA Paints; they appeal to me as being two winners not only as to name, but backed up by quality, and we only hope all who have taken the agency for your MINERVA Paint are as well satisfied with the goods, and the treatment tendered them as we are.

Yours truly,

John Moxon & Son.

READ

what the

"MINERVA"

PAINT AGENCY

has done for this dealer.

It will do the same for you!

Write for particulars - It will pay you.

All Minerva Products are sold in Full Imperial Measure Cans.

PINCHIN - JOHNSON & CO.

(Canada), Limited.

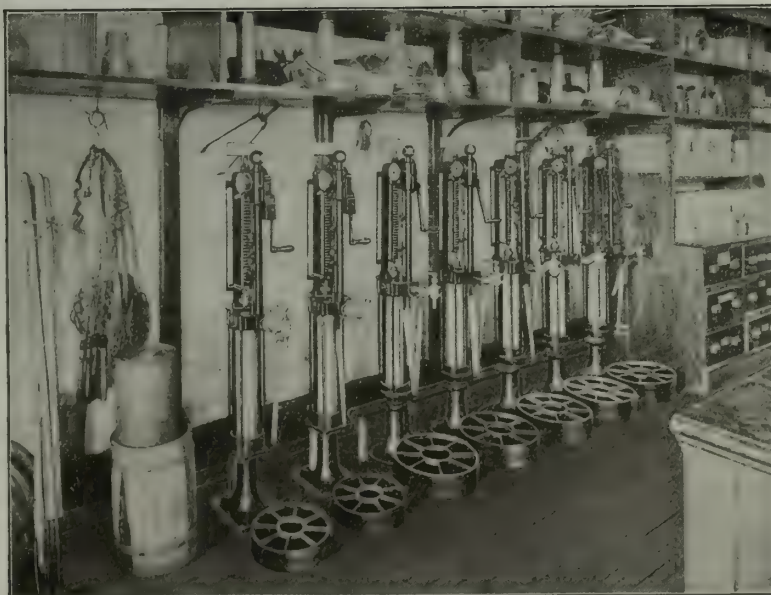
377-387 Carlaw Ave.

TORONTO.

Established in England 1834.

This Illustration was made from a photograph of a Bowser installation for

Mr. Samuel Hobbs,
1434 Queen St. W.,
Toronto, Ont.



This system handles
Canadian Coal Oil
American Coal Oil
Raw Linseed
Boiled Linseed
Turpentine
Gasoline
Benzine
profitably.

It pays him and it will pay you.

You Can Make a Better Profit on Paint Oils if You Handle Them Right

Now is the time to get ready for your spring paint trade. Investigate the Bowser NOW. Your fellow merchants are using them profitably—so can you. Put in a Bowser and get a bigger profit next year. Ask for book No 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 Fraser Avenue



CONGO ROOFING

THE owner of a building covered with Congo has the satisfaction of knowing that his roof is *guaranteed for ten years*.

In each roll of Congo 2 ply and 3 ply is a *genuine legally binding Surety Bond* issued by the National Surety Company of New York.

This year we have *guaranteed thousands of roofs to last till 1921*.

Guaranteed Until 1921

Of course we are not going to lose—we are offering a sure thing. We know Congo will last *more* than ten years. One thing the guarantee forces upon us: it makes us extremely careful in manufacturing.

We provide, free of charge, *galvanized* iron caps, which are rust proof and will last as long as the roofing.

Send for free copy of our Guarantee Bond, a sample of Congo Roofing and further information.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.

We have the facilities for turning out The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost---a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

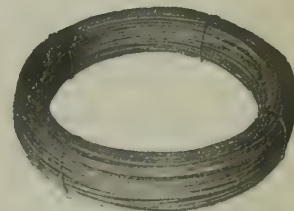
Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man.



RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

Works, DON SPEEDWAY

TORONTO

Increase Your Sales

by selling goods that create enthusiasm among users. These kind of goods can be easily obtained in



HEINISCH SHEARS

The dealer will find it a pleasure to handle them as they bring good profits, and guarantee him against come-backs. High quality and perfect temper does it. We also manufacture Tailors' Shears, Trimmers, Tinnerns' Snips, etc. Ask your jobber for them.

R. HEINISCH'S SONS COMPANY

Newark, N.J., U.S.A.

HARDWARE AND METAL

KNIVES.
Hay knives, net list.
Claws, 50 and 25 per cent.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.
Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 90
Potato mashers, wire, per doz. 0 60 0 70
" wood " 0 50 0 80
Vegetable slicers, per doz. 2 25
Universal meat chopper, No. 1. 1 15
Enterprise chopper, each. 1 30
Spiders and fry pans, 50 and 5 p.c.
Star A1 chopper 5 to 32. 1 35 4 10
" 100 to 103. 1 35 2 00
Kitchen hooks, bright. 0 60
Toasters, 50 p.c.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS.
3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.
Japanned ware, 45 per cent.
No. 3 or 4 Plain Cold Blast. per doz. 5 75
Lift Tubular and Hinge Plain. " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN ROSE.
Competition grade lawn hose, 70 and 5.

LAWN MOWERS.
Taylor Forbes Co.—3-inch wheel, 3 knives, 12 in., \$5.10; 9-in. wheel, 3 knives, 12 in., \$6.75; 9-in. wheel, 5 knives, 12 in., \$7.75, 10-in. wheel, 4 knives, 12 in., \$8.50; 10-in. wheel, 4 knives, 12 in., ball bearing, \$10.00; 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., \$5.10; do. 4 knives, \$6.25, 9-inch wheel, 3 knives, 12 in. sizes, \$6.75; do. 4 knives, \$7.25; 10-in. wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing do. \$10; do. 5 knives, \$10.50. 50 per cent. f.o.b. factory.

LOOKS AND KEYS.
Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES.
Oant hooks, dozen, from. 12 00
Axes, dozen, from. 6 50
Axe handles, dozen, from. 1 15
Cross cut saws, per foot. 0 25
Axe wedges, dozen. 0 45
Ball and heel calks. 4 00 4 25

MALLETS.
Tinsmiths', 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Oaulking, No. 8, oak, per doz. 15 00

MATS.
Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.
Tandem metal polish paste. 6 00
Aroline brass cleaner, 100 in package 6 50

MINERS SUPPLIES.
Mattocks, 6 lb., 18 inch, \$6 dozen
Ficks, 6 to 7 lb., 4.65 doz.
Pick handles, \$1.35 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOFS AND IRONING BOARDS.
Mops, per doz. 1 20 1 50
Folding ironing boards. 16 25 18 00

NAILS.
Wire
1—1½ inch. 3 35
1½ inch. 3 00
1—1½ inch. 2 75
2—2½ inch. 2 65
2—2½ inch. 2 50
3—3½ inch. 2 45
3—3½ inch. 2 40
4—5, 5½, 6 inch (base). 2 35
Out nails—Montreal, \$2.40; Toronto, \$2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.
Flumbers. per 100 lb. 4 50

OILERS.
Kemp's Tornado and McOllary's Model galvanized oil can, with pump, 5 gallon, per dozen. 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.
Hollowware, 40 per cent discount
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent.
"Singsalese" and "Alaski" Nevada silver flatware, 42 p.c.

FINOED WARE.
Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
4, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pits, 35 p.c.

PLANES.
Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.50, net list prices.

FLIES AND NIPPERS.
Button's genuine, 37½ to 40 per cent.

PLOUGH LINES.
Russian snap. per gross 30 00
Indian snap. 25 00

PUMPS.
Berg's wing pump, 75 per cent.

RAZORS.
Boker's. per doz. 7 50 11 00
" King Cutter. 15 00
Henckel's. 50 20 00
Olauus automatic safety. 27 00
Olauus perfect stopper. 16 00
Olauus Safety, each. 3 75
Olauus Bazar and Strop, 50 per cent.
Ever Ready Safety. 9 00

ROPE AND TWINE.
Sisal rope. 0 08½
Pure Manila rope. 0 10½
" British " Manila. 0 08½
Cotton, 3-4 inch and larger. 0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ¾ and upwards, 9c.; under ¾, 9½c.
Lath yarn, single. 0 08
Lath yarn, double. 0 18½
Sisal bed cord, 48 feet, per dozen. 0 65
Sisal bed cord, 6 feet, per dozen. 0 80
Sisal bed cord, 72 feet, per dozen. 0 95
Cotton clothes line, 27½ off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine. 0 26
" 4-ply twine. 0 30
Mattress twine, per lb. 0 45
Staging. 0 35

REFRIGERATORS.
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets. ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.
Canadian, 35 to 37½ per cent.

RULES.
Boxwood, No. 68, 2 foot, doz. 1 15
Vory, No. 1282, 2 foot, each. 3 50

SAD IRONS.
Mrs. Potts, No. 55, polished. per set 0 80
" No. 50, nickel-plated. 0 85
" handles, japanned, per gross 8 40
Common, plain. 4 25
" plated. 5 50
Asbestos, per set. 1 50

SAND AND EMERY PAPER.
Sand and emery paper, 40 per cent

SASH WEIGHTS.
Sectional, 1 lb. each, per 100 lbs. 2 25
Sectional, ½ lb. each, per 100 lbs. 2 40
Solid, 3 to 30 lbs. 1 55

SASH CORD.
No. 8, per lb. 0 33

SAWS.
Atkins Hand and Crosscut, 25 per cent.
Simonds Hand, 15 per cent.
Sturley & Dietrich, 40 and 35 per cent.
Spear & Jackson, 40 per cent.

SAW SETS.
Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style. 7 80
Common doors or 3 panel, grained only, 4-in. style. 8 10
Beaver window screens, 14x18, open 2½ inches. 1 60
Perfection window screens, 14x15, open 2½ inches. 1 80
Model window screens, 14x22, open 3½ inches. 2 25

SCALES.
Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelleu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS.
Canadian, 40 per cent.

SCREWS.
Wood F.H., bright and steel. 85 and 10
" R.H., bright. 80 and 10
" F.H., brass. 75 and 10
" R.H., brass. 70 and 10
" F.H., bronze. 70 and 10
" R.H., bronze. 65 and 10

Drive screws. 85 and 10
Set, case hardened. 80
Square cap. 50 and 05
Hexagon cap. 45
Bench, wood, per doz. \$5 00
" iron, per doz. 4 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.
Sargent's, per dozen. 0 65 1 00
North Bros., No. 30, per dozen. 16 80

SCISSORS AND SHEARS.
Olauus, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 60 and 10 per cent.

SHELF BRACKETS.
No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.
Starr skates, 37½ per cent.
Boker, hockey 300 upwards; spring, Empire hockey sticks, \$3 00, \$3.50.
Miomac and Rex sticks, \$4.00, \$6.00
Fucks, net, \$1.50.

SHOVELS AND SPADES.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.
Diaton's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. \$2 85

SWAPS.
Harness, 25 per cent.

SOLDERING IRONS.
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.
Bronzed iron with hooks. per 1,000 7 50
Eureka tinned steel, hooks. 8 00

STAPLES.
Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14. 6 75
Blind, per lb. 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.
Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS.
Lithographed, 60 and 10

STOVEPIPER.
5 and 6 inch, per 100 lengths. 7 62
7 inch. 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.
5 and 6-inch, common. per doz. 1 22
7-inch. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.
No. 20 Beaver Die Stock. 18 75

STONES—OIL AND SCYTHE.
Washita. per lb. 0 25 0 37
Hindustan. " 0 06 0 10
" slip. " 0 18 0 20
" Axe. " 0 10
Deer Creek. " 0 10
Deerlick. " 0 25
" Axe. " 0 15
Lily white. " 0 42
Arkansas. " 1 50
Water-of-Ayr. " 0 10
Scythe. per gross 3 50 5 00

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50;

trunk nails, black, 66 and 10; trunk nails, tin ned and blued, 66 and 10; clout nails, blued and tinned, 66 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trust tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each. 0 84
" steel, No. 264, 66 ft., each. 3 50
Ohesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallo, No. 1821. 1 96
" Steel, No. 1840, 60 feet. 4 20

TROWELS.
Diaton's, 10 per cent.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SHIPS.
Discount 35 per cent.

TINNERS TRIMMING.
Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).
Newhouse, 30 per cent.
H. wley & Norton, 40, 10 and 5 per cent.
Vistor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)
Out O' Sight Mouse Traps. per doz. 60
" Rat Traps. 1 20
Easy Set Mouse. 0 45
" Rat. 0 45
Blizzard Mouse Traps. 0 85
" Rat Traps. 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 35
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers. 0 80

VICES.
Per pound. 0 12 0 12½
Hinged pipe vice, 25 lbs. 3 55
Saw vice. 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.
New Ontario. 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowdell. 52 50
New Century, Style A. 101 25
Ideal Power. 130 00
Daisy. 73 25
Stephenson. 74 00
Puritan Motor. 165 00
Connor, improved. 52 50
Ottawa. 55 00
Connor Ball Bearing. 112 50
Connor Gearless Motor Washer. 180 00
20 per cent.

WRINGERS.
Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 46 75
Bicycle, 11 inch. 60 50
Trojan, 12 inch. 100 00
Challenge, 3 year, 11 inch. 53 25
Ottawa, 3 year, 11 inch. 58 25
Favorite, 5 year, 11 inch. 61 75
20 per cent.

WHEELBARROWS.
Navy, steel wheel, dozen. 21 20
Garden, steel wheel, dozen. 32 40

WHIFFLETREES.
Tubular steel whiffletrees, 38 in. 0 70
" " 34 in. 1 00
" " 35 in. 1 25
" " neckyokes, 36 in. 1 05
" " doubletrees, 40 in. 0 95
" " lumbermens, 44 in. 1 15

WOOD HANDLES.
Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES.
Agricultural, 67½ p.c.

WROUGHT IRON WHEELS.
Canadian 50 per cent.

THE PAINT BUSINESS



Many a house will require painting in 1912. The paint business will increase in the coming year as sure as 1911 was better than 1910. Did you get your share in 1911? Be honest—did you? If not, why not? Ramsays agents all over this country got their share, and a good many think they got a little more. They got it simply on quality and price. Do these things count with you? If they don't, your paint trade for 1912 will not bring you your share. The Ramsay Paints have been made since 1842, and with constant care, new machinery, and larger factory accommodation, we are each year increasing the trade, bettering the line wherever it is possible to do so, and satisfying our agents all over the land. Ramsays Paints give every dealer confidence and his customer satisfaction. Ramsays agents make money easily. Do you?

A. RAMSAY & SON CO.
MONTREAL

Paint Makers since 1842

WESTERN DISTRIBUTORS

A. McBride & Co., Ltd., - Calgary
Revillon Bros., Ltd., - Edmonton
Bogardus-Wickens-Begg, Ltd., Vancouver

Trade Mark

Reg'd 1877

"DOMINION"

"The Crown of Quality"

Galvanized Canada Plates

"DOMINION CROWN" work up quicker and easier than ordinary brands.

Have your jobber supply them

A. C. LESLIE & CO., LIMITED
MONTREAL

**Begin the New Year
RIGHT
By Stocking**

Stephens

**Pure
Ready Mixed
PAINT**

and reap the excellent profits that are now within your reach.

Besides being a money maker, this paint is guaranteed to give absolute satisfaction to every buyer—a satisfaction that means increased trade and a good reputation for your store.

Best material, best workmanship, and up-to-date methods reveal our secret of success.

Write for color cards and prices.

*G. F. Stephens & Co Limited
Paint & Varnish Makers
Jobbers of Glass Brushes Oils etc*

Winnipeg

Calgary

HARDWARE AND METAL

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Northern Aluminum Co., Toronto		S. Cheney & Son, Manlius, N. Y.	
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Star Expansion Bolt Co., New York		Clippers—All Kinds	
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Magnolia Metal Co., Montreal		Cummer-Dowdell, Ltd., Hamilton	
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Plymouth Cordage Co., N. Plymouth, Mass.		McClary's, London, Ont.	
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E. T. Wright & Co., Hamilton		Ernest Stevens, Ltd., Cradley Heath, England	
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Bolts—Expansion		The Parmenter & Bullock Co., Gananoque, Ont.	
Star Expansion Bolt Co., New York		Fencing—Woven Wire	
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Toronto.

Winnipeg Paint & Glass Co., Winnipeg

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John Simmons Co., New York City

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The L. Martin Co., New York
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McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon

Whitlock & Mariatt, Moose Jaw

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Caverhill, Learmont & Co., Montreal

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Gibb, Alexander, Montreal.

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Lyssaght, John, Bristol, Eng.

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Glasgow, N.S.

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Hamilton

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Metallic Roofing Co., Toronto

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Corbett Foundry & Machine Co., Owen
Sound

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Tarbox Bros., Toronto

Mop Wringers

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McClary Mfg. Co., London
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Oil Tanks

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Dennis Wire & Iron Co., London, Ont.

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Montreal

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Canada Wire & Iron Goods Mfg. Co.,
Hamilton

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Gillette Safety Razor Co., Montreal

International Distributing Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

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Owen Sound

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Farmer & Bulloch Co., Gananoque

P. L. Robertson Mfg. Co., Ltd., Milton
West, Ont.

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Canadian Supply Co., Toronto

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McArthur, Alex., & Co., Montreal.

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Metallic Roofing Co., Toronto

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phia, Pa.

Winnipeg Paint & Glass Co., Winnipeg

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Independent Cordage Co., Toronto

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Dison, Henry, & Sons, Philadelphia

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Simonds Mfg. Co., Fitchburg, Mass

Spear & Jackson, Ltd., Sheffield, Eng

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Frothingham & Workman, Montreal.

Screws, Nuts, Bolts

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Steel Co. of Canada, Limited, Hamilton

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Hamilton

B. Greening Wire Co., Ltd., Hamilton

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Oncida Community, Ltd., Niagara Falls
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Toronto Silver Plate Co., Ltd., Toronto

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E. T. Wright & Co., Hamilton

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Steel—Cold Rolled Strip

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Owen Sound

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Pioneers Pure Paint

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MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. **W. J. GAGE & CO.**, Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. **W. J. Gage & Co.**, Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. **Warwick Bros. & Rutter, Ltd.**, King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. **National Cash Register Co.**, 285 Yonge St., Toronto.

AGENTS WANTED

WANTED—Manufacturers' agent to handle metal polish made in United States. Box 609, **HARDWARE AND METAL**, Toronto. (50)

WHOLESALE paint and glass firm requires traveller for territory East and North of Toronto. Box 614, **HARDWARE AND METAL**, Toronto (50)

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

Moore's Sani-Flat

is a flat-drying oil paint, specially recommended for Wall Painting, Woodwork, Furniture, Steel Ceilings, Burlap, and for all classes of interior decorating.

It produces that desired dead flat finish, having the soft, velvety effect of water color, combined with the advantages of being washable and durable as oil paint.

Easy to apply, sets slowly and covers perfectly without showing laps or brush marks.

Sani-Flat is unfading and covers fifty per cent. more to the gallon than ordinary oil paint.

Write us for Details and Prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK

CLEVELAND

CHICAGO



SOME OTHER LEADERS IN THE FAMOUS
MOORE LINES ARE:

MURESCO

TILE-LIKE

IMPERVO FINISHES

HOUSE COLORS

MOORAMEL

FLOOR PAINT

Do You Want to Buy Something That You do Not Know Where to Get ?

EVERY week Hardware and Metal receives letters from subscribers stating that they are in the market for certain goods, but that they do not know where they can be procured.

They ask us if we can tell them from what source they can procure the wanted articles. This is a service we render cheerfully.

When you become a subscriber to Hardware and Metal this service is part of what you buy

We have facilities for procuring information about new goods, novelty lines, articles not usually sold in hardware stores but occasionally asked for, etc., and these facilities are at the service of our readers.

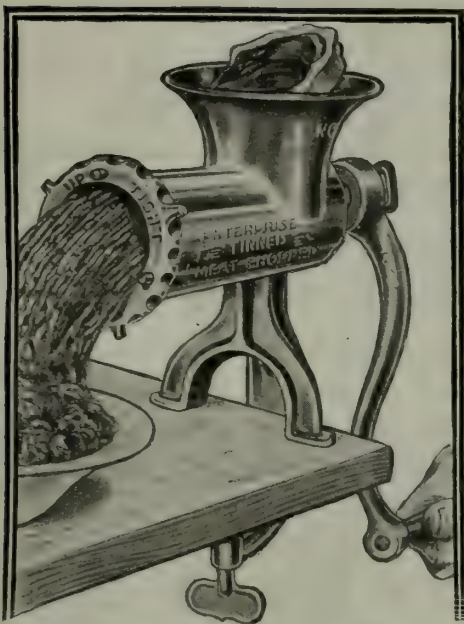
We are glad to get these requests for information and no service could be more cheerfully rendered.

HARDWARE & METAL

Montreal

Toronto

Winnipeg



Housekeepers are Learning

Every day brings new buyers of Enterprise goods. Every day more and more housekeepers are coming to learn that the best thing they can have in their kitchen—the greatest convenience and economy—is an

ENTERPRISE

Meat and Food Chopper

What does this mean to the man who sells the goods? Bigger sales every day.

Advertise your store as a quality store, by displaying Enterprise goods in your window. Whether it is a Meat and Food Chopper, Sausage Stuffer and Lard Press, Raisin Seeder, Sad Iron or any other one of the Enterprise line—a sale means a satisfied customer.

We help you to push these goods.

We are advertising their superiority right along. And the goods back up the advertising every time.

Let us aid you with our selling helps. We will send you store hangers and window trims. We will gladly send you free as many copies as you need of our new series of handsome post-cards showing views of historical and modern Philadelphia. Six in the series, printed with your advertisement. Absolutely free. Write to-day.

THE ENTERPRISE MFG. CO. OF PA.
PHILADELPHIA



STOCK

INTERNATIONAL

VARNISH PRODUCTS

This means greater satisfaction and better goods for your customers.

Their satisfaction is Trade Insurance—Permanent Patronage for you.



Floor Finish



Finishes



White Enamel



Stains

All International Varnish Products are sold in full Imperial Measure Cans.



Canadian Factory of Standard Varnish Works
TORONTO WINNIPEG

New York
Chicago
London

Berlin
Brussels
Melbourne



H-85

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

**Jardine Universal Ratchet
Clamp Drill**

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
WESPELER ONTARIO

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**
and SIEMENS-MARTIN
OPEN HEARTH STEEL

**Steel Sheets for Deep Stamp-
ing and Enamelling Purposes**

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB
13 St. John Street - Montreal

The Hardwaremen on the lookout for a really
honestly-made paint will find

NEW ERA PAINT

a genuine satisfaction-giver. It is warranted to cover more surface, to hold its color better and to last longer than any other prepared paint.

"New Era" Paint leaves a good margin of profit for the retailer.

WRITE FOR PRICES

Standard Paint & Varnish Works Co.
WINDSOR, ONT. LIMITED



**15 MINUTES
TO THE ACRE**

does the work with the Horse Power SPRAMOTOR—and does it well. Four rows, 3 nozzles to a row, adjustable up to 40 inch rows. Nozzles will not clog 12 gal. air tank, automatic and hand-controlled. Guaranteed pressure of 125 pounds with all 12 nozzles working. Agitator clean-out, pressure relief into tank, nozzle protector under driver's seat. For 1 or 2 horses. Adjustable for vineyards, row crops, or orchards.

Write for free treatise on crop diseases. AGENTS WANTED.

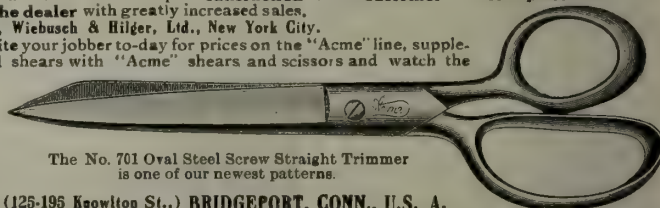
R. D. HEARD, 1385 King Street, - London, Canada

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells satisfaction to the customer at a low price and a handsome profit to the dealer with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.
Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Kewilton St.,) BRIDGEPORT, CONN., U.S. A.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Mention this paper when writing
Advertisers.



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co., Limited

AYLMER, : : ONTARIO

WESTERN REPRESENTATIVES:

The Ontario Wind Engine & Pump Co., Limited

WINNIPEG AND CALGARY

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

**GERMANTOWN
LAMPBLACK**

IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.



The L. MARTIN CO.

Manufacturers of the
Highest Standard Lampblacks
for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten
NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

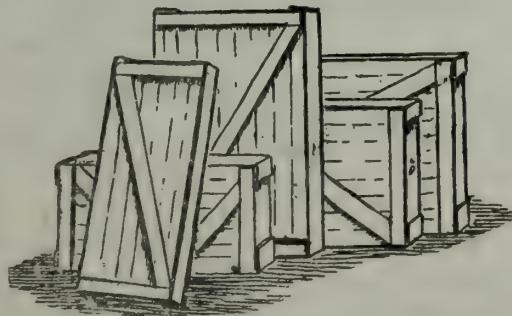
**PLATE
LEADED
WINDOW**

GLASS

Send us your order for
GLASS

of every description.

Prompt shipments of
MAIL ORDERS



Complete stock of all
sizes Window Glass.
Send your orders to our
nearest warehouse.

The HOBBS MANUFACTURING CO., Ltd.

Factories and Offices: LONDON TORONTO MONTREAL WINNIPEG

The World's largest manufacturers of Pure Lamp Blacks

stand behind every pound of lamp black sold under the Bear Trade-mark shown on the accompanying illustration of label.

Less than nine years ago, this firm, *as a firm*, did not exist, although the men composing it have been many years in the lamp black trade.

Since that time we have been able to secure two-thirds of the entire lamp black business of North America.

Consistent good quality did it!

A recent addition to our plant, made necessary by the increasing confidence of the trade, makes our factory the largest of its kind in the world.

We manufacture all the Standard Grades of pure Lamp Black. Our product is sold by all reliable wholesale houses.



Wilckes Martin Wilckes Company

NEW YORK, N.Y.

U. S. A.



Sell "Safe-Lock"

the strongest fence made.

Before you order any more fencing, just note the "Safe-Lock"—

it cannot slip.

Strand wires in the "SAFE-LOCK" Fence do not have to lose strength by being kinked—the lock holds without it.

This feature is a great selling point—it means greater strength, greater durability, greater value for your customer's money.

The man who has the "Safe-Lock" Agency in your locality will just naturally get the bulk of the trade.

You be the man—write us for Catalog and Prices
Write us to-day.

The Owen Sound Wire Fence Co., Limited

Owen Sound, - - Ontario

Western Agents

Brandon Safe-Lock Fence Co.

Brandon, - - Man.



For a quick seller---

STILL'S

EXTRA

AXE HANDLES

Beat them all.

You certainly are losing Trade if you do not stock them.

DO NOT DELAY but get a stock at once. For the Price, you cannot surpass them in Quality or Finish.

Write for Prices.

J. H. Still Mfg. Co., Ltd.

ST. THOMAS - - ONTARIO

Honest Men Want No Misrepresentation



There is now **CERTAIN HARDWARE** marketed in Canada under **HENRY BOKER'S NUMBERS**, and in **SIMILAR BOXES** with **SIMILAR LABELS**. **SUCH IMITATIONS** are unlawful in the country of origin. We shall appreciate very much if you will send us such labels or box covers at our expense.

DORKEN BROS. & CO.

P.O. Box 580, Montreal

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO

and

VANCOUVER, B. C.

IRON STABLE FITTINGS

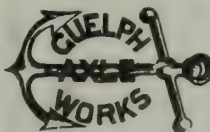


Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co., Limited
London, Ontario

CARRIAGE SPRINGS & AXLES

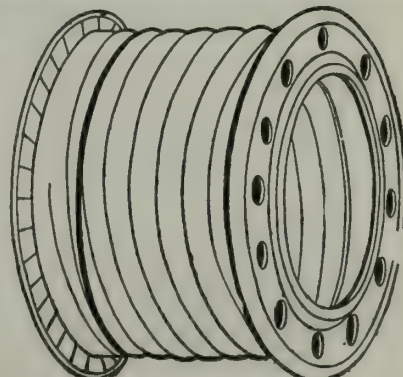
ANCHOR BRAND



THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

When writing advertisers kindly mention having seen the advertisement in this paper

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

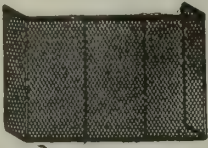
METAL SHINGLE & SIDING CO. LTD.
PRESTON, MONTREAL

For sale by Jobbers or by the Manufacturers.

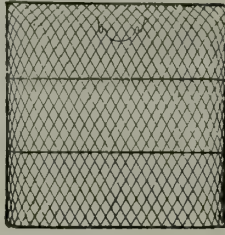
We are Headquarters for
SPARK PROOF FIRE GUARDS.

You will make no mistake in carrying
a stock of our standard sizes of
Spark Proof Fire Guards.

Our line is complete and of the Highest
Quality and Strictly Up-to-
date. Do not
fail to get our
prices before
ordering.



Send for
illustrated price
list



CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

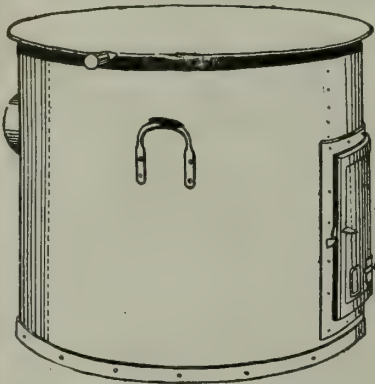
The Chicago Heat Regulator



Saves Coal, Health, Time and
Worry—Keeps even temperature
in the House—Profitable line for
the Hardware and Stove Trade—
No stock to carry—30 days' free
trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO



**Erie Steel
Feed Cooker**

These cookers are in-
dispensable to farmers,
butchers or stockmen.
Grains that are useless
for other purposes, by the
use of the cookers are
made as valuable as the
best marketable product.
Made in 7 sizes for burn-
ing wood. Nos. 20, 30, 40,
60, 75, 90, 120. Grates for
burning coal supplied
when ordered.

Made by **ERIE IRON WORKS, Limited** ST. THOMAS, ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

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LIMITED

MONTREAL
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METALS

Prompt delivery from stock

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HAMILTON, ONT.

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TWINWORKS

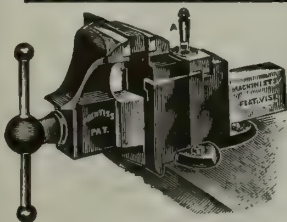
CUTLERY



SOLE AGENTS

F. W. Lamplough & Co., 9 DeBresolles St., MONTREAL

Do Not Be Misled by Inferior Imitations.



There is but one

**PRENTISS
VISE**

Made by

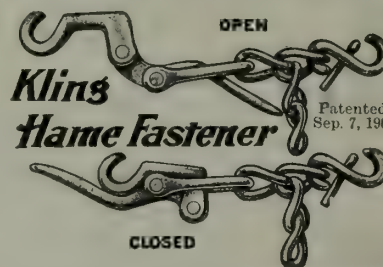
Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.

Sole Agents for Great Britain: Chas. Mead & Co., 112 Queen Victoria St., London, E. C.

LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep
this fastener because it is
better than words can tell;
but if, by chance, one
should not give satisfac-
tion, take it back. We'll
see that you don't lose.
The Kling works easily
and instantly. Always ex-
erts the same pressure
Lasts longer than the har-
ness. Retail for 25c. Gives
you 50 per cent. profit. Or-
der a dozen from your job-
ber. \$2.00. Name "Kling"
on the handle. Descrip-
tive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.
D. C. Ross & Co., 172 King St., West, Toronto, Ont.
Canadian Distributing Agents



UTICA

No. 1900 Staple Puller
is the acme of perfection.

Will pull and drive staples.
Will tie, stretch and cut wire.
Will save wire, staples and labor.
All UTICA Tools are guaranteed.

Write for Price.

UTIC DROP FORGE & TOOL CO.,
UTICA :: N.Y.
CANADIAN AGENTS:
Smith Hardware Co., Limited,
MONTREAL



EXTEND YOUR PROFITS

by selling our

**No. 092 N.P. Extension Hack
Saw Frame.**

Will takes 8" to 12" blade.

Simple, Strong, Reliable

We carry a large stock of Hack Saw Frames,
and will be glad to quote prices and give full
particulars on application.

Smith Hardware Co., Limited
240 Lemoine St., MONTREAL

Jonathan Crookes & Son

Sheffield, England

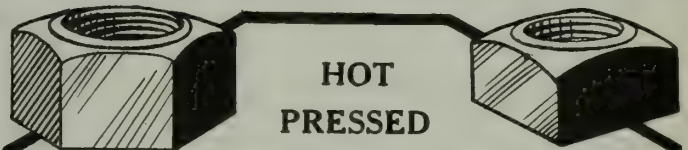
Corporate Mark

Granted 1780.



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES



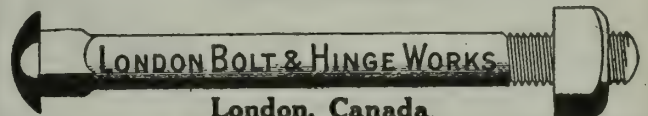
**HOT
PRESSED**

NUTS OF QUALITY

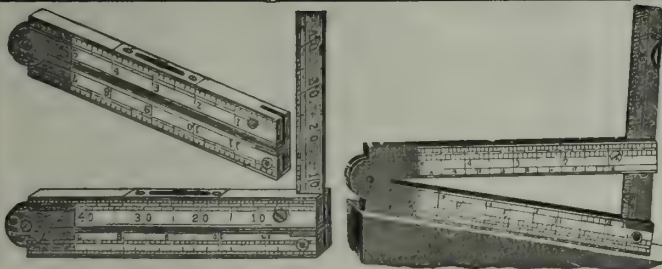
SQUARE AND HEXAGON

We make a specialty of sizes for $\frac{1}{4}$ in. to $1\frac{1}{2}$ in. bolts

PROMPT DELIVERIES



London, Canada.



STEPHENS' PAT. COMBINATION RULE

Level,
Square and
Slope Level, etc., etc.
A Fine Tool.

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

WALL PLASTER

Gypsement—the plaster for quick repair work—is a
prepared Hardwall, no sand required.

Plaster Board—the fireproof and sound proof plaster
lath.

The "Empire" Brand of Wood Fibre, Cement Wall and
Finish Plasters.

We shall be pleased to supply you with plaster infor-
mation.

Manitoba Gypsum Co., Limited
WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

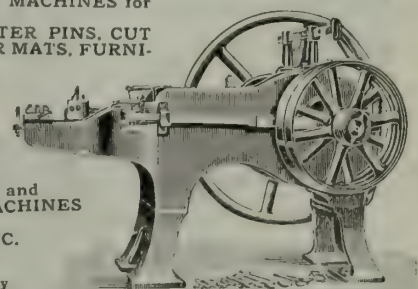
James Hutton & Company
MONTREAL

MODERN WIRE MACHINERY

COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING
Improved High Speed Barb Wire Machines
Improved High Speed Wood Screw Machines
Complete Plants for making ELECTRIC WELDED CHAIN
Up-to-date AUTOMATIC MACHINES for

making:
BOLTS, BUCKLES, COTTER PINS, CUT
NAILS and TACKS, DOOR MATS, FURNI-
TURE SPRINGS,
HINGES, HOB NAILS,
NAILS, RINGS, RIVETS,
SCREWS, SCREW
HOOKS and EYES,
STAPLES, WIRE NAILS
QUADRANGULAR
MESH WIRE NETTING
WIRE STRAIGHTENING and
CUTTING MACHINES
THREAD ROLLING
MACHINES, ETC., ETC.
SEND YOUR ENQUIRIES.
ED. BRAND

Specialist in Wire Machinery
472, Moss Lane, East
MANCHESTER England
Cable Ad: "Filières, Manchester"
Code used—A B C, 5th Edition



RIVET PRESS

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

MOOSE JAW

Whitlock & Marlatt

Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

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Bossé & Banks
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
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GALVO FILTER & STERILIZER
Kills all disease germs by Electricity. Rain or Snow
Faucets 50 and 75 cts.
Write for Doctors' Reports on the "Galvo"
"ANTI-SPLASH" FILTERS
Plain or Screw
Faucets 25c Write for details.
Anti Splash Filter Co.
Owen Sound Ont.

JAS. BISSET & CO.

MANUFACTURERS' AGENTS
260 St. Paul St., QUEBEC, QUE.
Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

FLOOR SPRINGS.

The Best Door Closer is Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and lasts twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HARDWARE SPECIALTIES.

If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

THE COLLINS MFG. CO. - TORONTO

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of
Plow Castings.

The Hilborn Co., Ayer, Ontario.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

IRON.

IRON and STEEL

OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Bolt and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felice Plates.

ICE SCRAPERS.

No rink is complete without a J & R Rink Ice Scraper, just scrapes up the Ice, no brooms required, write

JAMES & REID

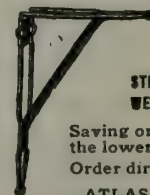
PERTH - ONTARIO
for circular and prices.

MANUFACTURERS' AGENT.

Western Distributors, Limited

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Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

SHELF BRACKETS.



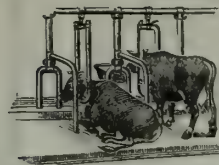
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STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

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O.K. CANADIAN U BAR STEEL STANCHIONS
will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear loose.

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ARMSTRONG UNIVERSAL RATCHET
Two inches of motion at end of handle, in any direction, will drive the drill

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Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks. We make Trucks for every purpose. Catalogue and Prices for the asking.

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WE MAKE A SPECIALTY OF
WIRE SPRINGS

for COMPRESSION and EXTENSION.

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DIAMOND CLEANSER
MAKES EVERYTHING GLITTER

Discount to jobbers. 1/2 and 1 pint sizes. Requires no shaking. Will not discolor.

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Malleable Iron Castings

for Carriages and Special Castings of all Kinds

Manufactured by

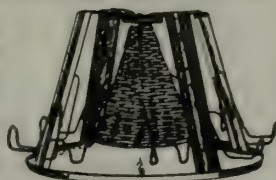
P. KYLE

MERRICKVILLE, ONT.

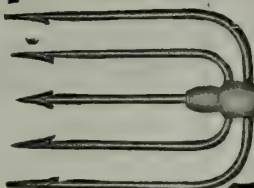
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JIM'S

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point the way to increased sales. They are real "live wires" in the Sporting Goods line. No stock complete without them. Made in weight and sizes for all purposes

No. 27

Write for illustrated circular and jobbing prices.

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Just the Tool for Inexperienced Glass Cutters



Made by

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GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

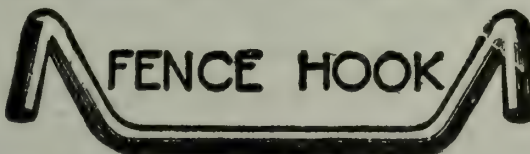
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WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

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The Standard for nearly a century

"QUALITY UNQUESTIONED"

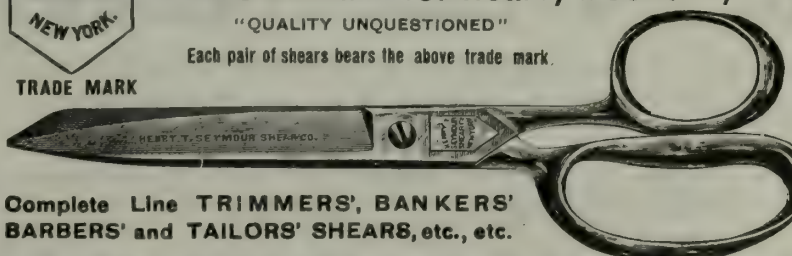
Each pair of shears bears the above trade mark.



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Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

Latest catalog will be sent in exchange for your business card.

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Wholesale Plumbers' Supplies

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WE CARRY A COMPLETE STOCK OF
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All orders receive prompt and satisfactory attention.

Write now for FREE copies of Blue Prints for septic tanks.

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Simple!
Durable!
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Will
Extinguish
Any Kind
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Supplied
Labelled
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Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

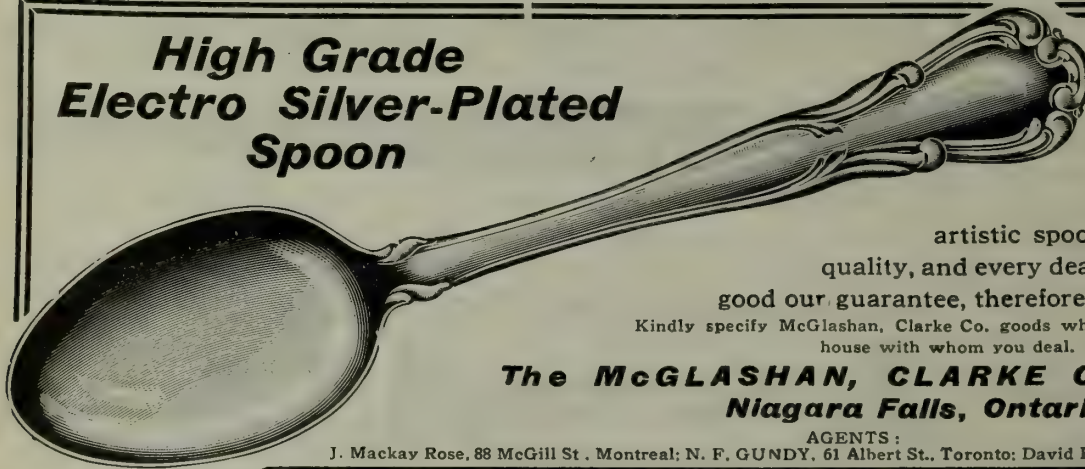
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ONLY PREVENTION

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The Valor Company, Limited
Aston Cross, Birmingham, England

Or, GEO. H. SAYWELL, Saskatoon
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High Grade Electro Silver-Plated Spoon



**PLEASE YOUR
CUSTOMERS**

by selling them this artistic spoon. It has a guaranteed quality, and every dealer is authorized to make good our guarantee, therefore he runs no risk.

Kindly specify McGlashan, Clarke Co. goods when ordering from the wholesale house with whom you deal. WRITE AT ONCE.

The McGLASHAN, CLARKE CO., Limited,
Niagara Falls, Ontario

AGENTS:

J. Mackay Rose, 88 McGill St. Montreal; N. F. GUNDY, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg

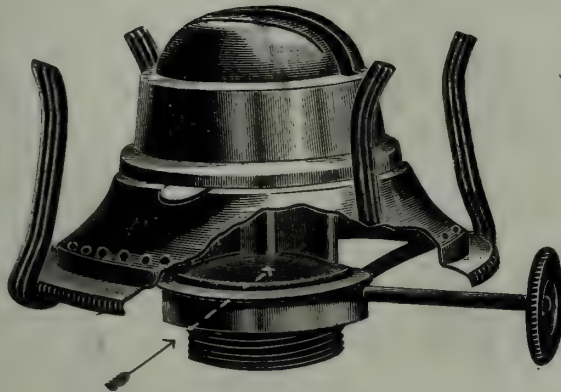
BUTTERMAKERS DEMAND THE "FAVORITE" CHURN

because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests. As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from $\frac{1}{2}$ to 30 gallons.

David Maxwell & Sons, St. Mary's, Ont.



BANNER All Brass LAMP BURNERS



Sold by all Jobbers

MADE WITH COVERED BASE

It is put in the BANNER
for YOUR PROTECTION.
Does not collect dirt, dead
insects, or inflammable
material.

The Ontario Lantern and Lamp Co., Limited

Head Office and Factory, - - - HAMILTON, ONT.

Branches:—MONTREAL, WINNIPEG, VANCOUVER

SWELL
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McKinnon Electric-Welded Chain

SWELL
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Our Halter Chain can now
be secured in an electro-
galvanized rust-proof finish.



Send for samples and
prices, which will prove at-
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The Name "McKinnon" Guarantees "Quality Perfect" Chain

MADE ONLY BY

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Office:
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THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250.

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Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
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Antimony, Copper, Tin, Lead, Zinc.

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M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
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Durability - Service

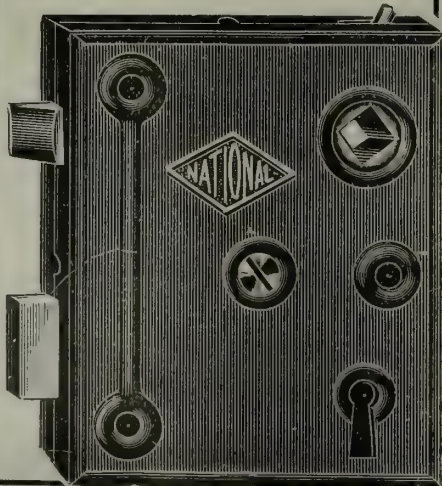


These two essentials of a really satisfactory lock are combined with others in

NATIONAL STEEL RIM LOCKS

The locking mechanism is entirely pivoted on a central pin, and is simple in the extreme—a great advantage over other styles.

For strength and fine finish our locks are unequalled.



Write for
particulars to

**NATIONAL
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ORILLIA, ONT.
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The "Hygienic" COFFEE PERCOLATOR

is sure to make a hit with gift seekers, as it is excellently finished, well designed, and ensures the greatest convenience and pleasure to every user.



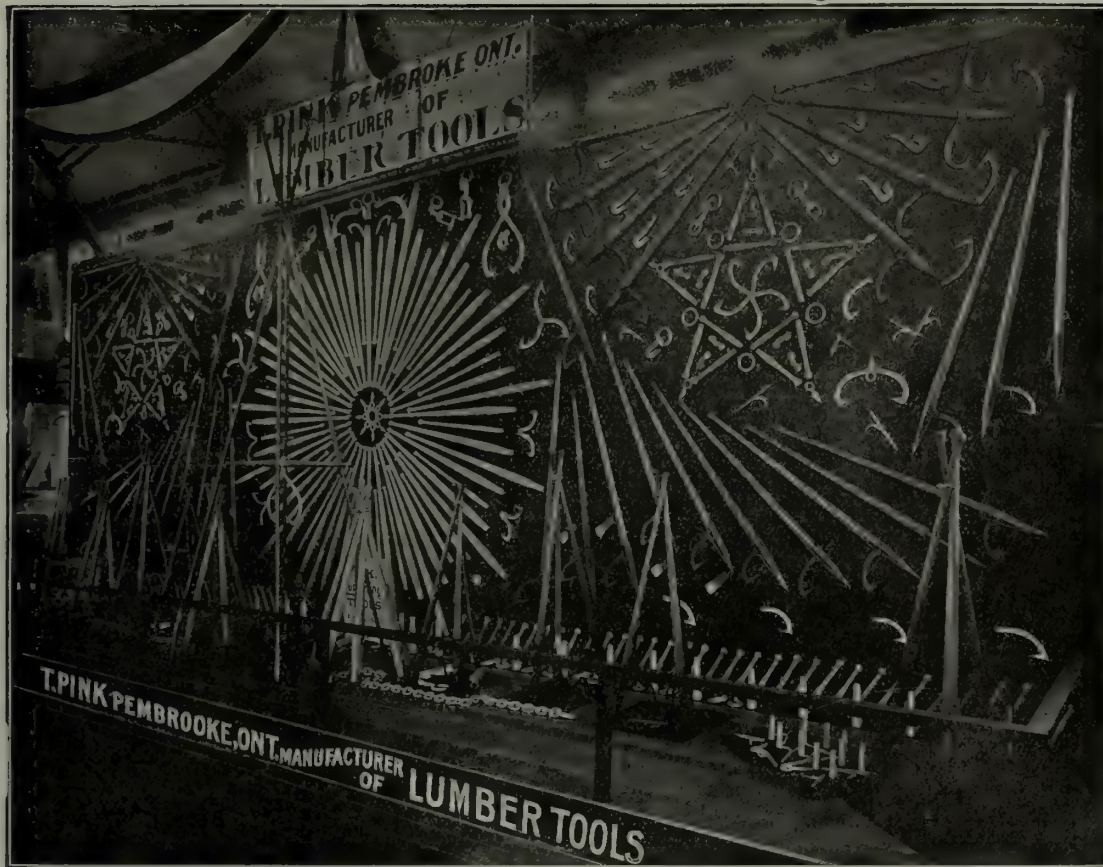
It brings the dealer a profit worth while, and our guarantee protects him against comebacks.

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Order from your jobber at once.

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Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable
Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Select your wrenches just as you select your men—from a view-point of service—efficiency.

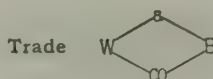
Like good employees, "W. & B." Wrenches will give you more and better service than you pay for. Every one of them is carefully made of specially selected steel—expertly forged, milled and finished. Every one is absolutely the strongest wrench produced for the purpose.

The "W. & B." Line of Wrenches is the largest and most complete in the world.

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Jobbers in all large cities will supply, or write us.

Ask for Catalog 75 C



Tools of Quality Bear
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The Whitman & Barnes Manufacturing Company

ESTABLISHED 1854

ST. CATHARINES, ONTARIO

Stocks carried at Winnipeg and Montreal



One Of Our Reed Designs

Upholstered, elastic springs, continuous steel tube pushers, finest selected German Reeds, heavy wheels, and new parasol holder.

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GODERICH WHEEL RIGS, LIMITED, GODERICH, ONT.

Be Careful!!

The hardwareman is making a great mistake if he overlooks the

HAMILTON RIFLE

when re-stocking his gun department.

This 22 caliber rifle is safe, strong and accurate, with few working parts, which can easily be kept in perfect condition.

It is *the choice of the people who know*, as it never fails to give the highest satisfaction.

A Hamilton sale brings the dealer excellent profits and protects him against come-backs.

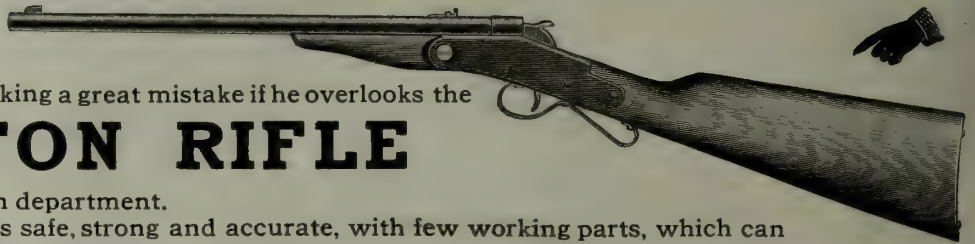
Do not hesitate—get our circulars and prices at once.

For sale by all jobbers.

C. J. Hamilton & Son

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WHEEL BARROWS

for Every Purpose

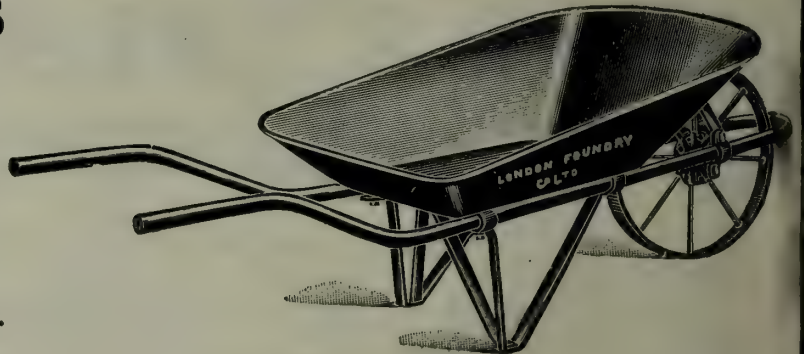
~~We have~~ many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

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London - Canada

Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent



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Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and
BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.**

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

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Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

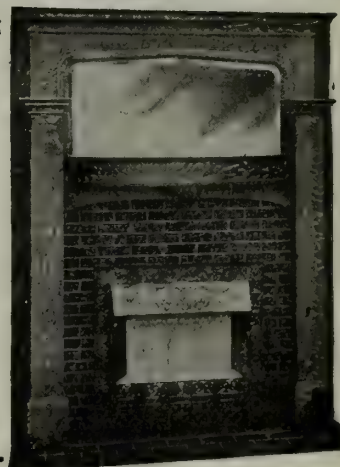
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



When "CANADA" Cement is Specified

the builder is assured of uniform strength, fineness, color and setting qualities. Rigid tests, under the supervision of our general superintendent and general chemist, maintain this high standard of quality.

Each barrel is guaranteed to weigh full 350 pounds (gross) the maximum cement barrel weight.

Mills in all parts of Canada enable us to make prompt delivery.

Being in competition with, and controlled by the market for such materials as steel, wood, clay products and natural stone, the price of cement is governed by conditions. At present these permit of a high grade material at a very reasonable price.

Specify "Canada" Cement for buildings, bridges and concrete blocks, and be sure of satisfaction.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.

MONTREAL, Dec. 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd.
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.



The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

Much Less Than A Million Dollars

entitles a man to own a "Ross" High Velocity
--the aristocrat of Sporting Rifles.

The retail price of \$75.00 seems high to
the dealer who has been selling rifles at
\$15.00 to \$20.00, but there are very few local-
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prospects for this superior weapon.

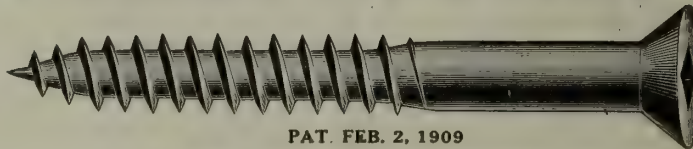
Unless you have one, though, it will be
hard to secure this trade.

Ask for discounts, etc.

Ross Rifle Co., Quebec, Que.

ROBERTSON SOCKET HEAD WOOD SCREWS

GET
OUR
PRICES



PAT. FEB. 2, 1909

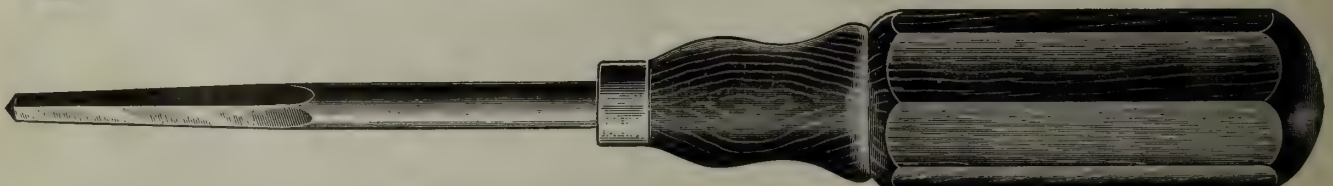
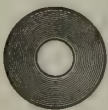
SEE
THAT
SQUARE
HOLE

HAND DRIVERS, YANKEE BITS BRACE BITS
RIVETS, BURRS, WASHERS, NAILS, WIRE

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The P. L. Robertson Manufacturing Co., Limited - Milton, Ont.

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Buy Your Wrapping Paper From Us

We manufacture a complete line of all kinds of wrapping paper.

Our prices are right—you will save much money and get better value for price paid by giving us your order.

Write at once for quotations and particulars.

Alex. McArthur & Co., Ltd.

82 McGill St., Montreal

F. J. COX, Winnipeg

Sole Agent for West



A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK



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Stanley Tools

These Block Planes are the highest type of Block Planes manufactured. The Cutters are made of the best English steel, tempered and ground by an improved process and honed ready for use.

- Nos. 9½ and 18 have an adjustable throat opening. The Cutters are adjustable both endwise and sidewise.
- No. 60 is a low Angle Block Plane with adjustable Cutter and throat opening. Especially adapted for working across the grain.
- No. 131 has reversible adjustment so that the tool can be used as an ordinary Block Plane, or as a Bull Nose.
- No. 140 has a detachable side whereby the tool may be changed from a Block to a Rabbit Plane, or vice versa. The Cutter is set on a skew.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear
this Trade-Mark

LUFKIN

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY **THE LUFKIN RULE CO. OF CANADA, LTD.**
ALL JOBBERS. WINDSOR, ONT.



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Black Diamond File Works

G. & H. Barnett Co.
PHILADELPHIA

Twelve

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Awarded

By JURORS at

International Expositions
Special Prize

Gold Medal at Atlanta, 1895

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GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910



VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service,
nothing to equal them has
ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
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Toronto Montreal Halifax Winnipeg Calgary Vancouver

Nitrate of Lead

Best English Make
5 Cwt. Casks.

Stock or Import

B. & S. H. Thompson & Co.

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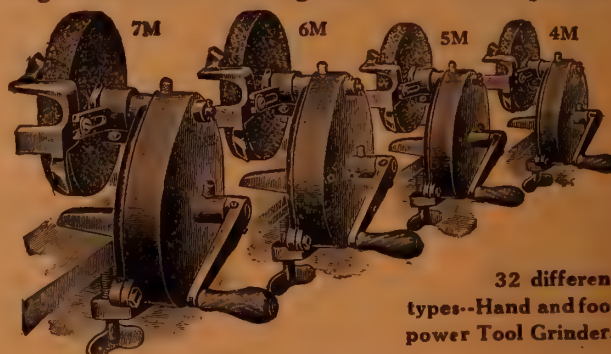
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LUTHER

TOOL GRINDERS

Fitted with Carborundum sharpening
wheels—25 times faster than grindstones
—6 times faster than emery wheels.

Big labor-saver — Big sales — Good profits.



32 different
types.—Hand and foot
power Tool Grinders

Every farmer, mechanic, carpenter, shop, factory and contractor has use for the Luther Grinder, with genuine Carborundum wheels. Built like a high grade lathe and covered by patents. 25 times faster than the grindstone—6 times faster than emery wheels, and more durable than either.

Needs no water cooling. Sharpens the hardest steel at lightest touch—will not draw temper from steel.

Special attachments for all kinds of difficult sharpening, polishing and grinding, such as gumming saws, sharpening twist drills, etc. Best steel and malleable construction, with bronze, dust-proof bearings in oil bath, machine cut spur gears.

**Largest manufacturers of hand and
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Everyone who has tools to sharpen can pay for the Luther Grinder many times by saving in time, consequently Luther Grinders are easy to sell. Write for illustrated booklet and liberal prices to dealers.

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VOL. XXIII.

PUBLICATION OFFICE: TORONTO, DECEMBER 23, 1911

NO. 51

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HENRY BOKER

MANUFACTURER

OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

For Sale by Leading Wholesale Houses.

Pliers Vices

IT COST NO MORE TO STOCK

"Queen's Head"



than to stock substitutes and "QUEEN'S HEAD" sells itself.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

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WE WISH TO THANK OUR CUSTOMERS
FOR THEIR GENEROUS PATRONAGE
DURING THE YEAR 1911, AND EX-
TEND OUR BEST WISHES FOR A MERRY
CHRISTMAS AND A HAPPY AND PROSPER-
OUS NEW YEAR.

TAYLOR-FORBES CO., LIMITED
GUELPH - ONTARIO



To You who have
supplied the gifts
to make so many
happy, we wish a
Joyful Christmas
for Yourself and
Yours.

The Gillette Safety Razor Co. of Canada
Limited - Montreal





YOU can make sharpening stones one of your sellers if you handle Carborundum Sharpening-Stones. There is a customer in every user of edge tools—a Carborundum Sharpening Stone for every sharpening need—it's a stock that moves the year 'round—the demand is always grow-

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Write for prices, discounts, catalogs, and complete details.

The Carborundum Company,
Niagara Falls, New York.
Branches in London, England.



These Two "YANKEE" TOOLS

are Catching the Mechanics

Same tool as the popular No. 30, but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

**Quick Return
No. 130**



**"YANKEE"
Push Brace No. 75**

Bores $\frac{3}{8}$ " holes in any kind of wood in half the time of a Bit-Brace and does it easier. Drives and draws screws--- takes all the small tools and works in close quarters where a Bit-Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver. **These Are the Coming Tools.**

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.
Philadelphia, Pa.



FAIRBANKS-MORSE ECLIPSE PUMPER

Will fill a long felt want of the farmer. It renders him independent of the wind for supplying water to his cattle.

A guaranteed Fairbanks-Morse engine is part of the outfit which can be attached to any pump. This device will pump 1140 gallons per hour against 140 foot head, with the consumption of only one pint of gasoline.

The engine may, with very little trouble, be used also to operate a separator, churn, food cutter, and for many other purposes, where small power is desired.

Every dealer can find a ready sale for this Eclipse Pumper in his own district. The reasonable price is enough to cause every farmer to desire to own one, and besides that there is a handsome profit for the dealer.

Prices and full particulars on application.

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Fairbanks Standard Scales, Fairbanks-Morse Gas and Gasoline Engines, Safes and Vaults.

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SASKATOON CALGARY VANCOUVER

The S. M. P. Seamless Savory Roasters

Self-Basting

Self-Browning

Satisfactory

Sanitary

Perfectly smooth and seamless, without a corner, angle, groove, corrugation, seam or fold of any kind--just a plain, smooth surface that's easy to clean.



FAMILY SIZE, 17½ x 11½ x 7½ INCHES

Prices

on

Application



HOTEL SIZE, 19½ x 13 x 9½ INCHES

No. 200 Finest Siemens-Martin Blued Steel
Made in Pearlware only
Case Lots - - - 1½ doz.

No. 400 Finest Siemens-Martin Blued Steel
Case Lots - 1¼ doz.

THE SHEET METAL PRODUCTS COMPANY

OF CANADA

SUCCESSORS TO

LIMITED

Kemp Manufacturing Company

Montreal

TORONTO

Winnipeg

BLACK DIAMOND

"Best in the Land—BLACK DIAMOND BRAND."

"Best in the Land—BLACK DIAMOND BRAND."

We wish All our Hardware Friends a Joyous Holiday Season and a Full Measure of Happiness and Prosperity through the year to come.

We trust it will be for All a year of progress; of substantial growth; of realized anticipations.

*A Happy
New Year*

Fully appreciating that our own success during the year just closing resulted from the liberal and increased patronage accorded us, it shall be our constant endeavor to serve you in such a way, and with such goods, as will merit a continuance of your confidence and good-will.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER

"Best in the Land—BLACK DIAMOND BRAND."

BLACK DIAMOND

"Best in the Land—BLACK DIAMOND BRAND."

BLACK DIAMOND

START THE NEW YEAR RIGHT

MERCHANTS---Your stock will need tuning up after the holiday trade is over, and we ask you to keep us in mind.

**We ask for your Inquiries
Our Prices will look after your Orders**

With our large staff and up-to-date facilities for filling orders, we are in a position to meet all requirements.

LETTER
TELEPHONE
TELEGRAPH

Orders

SHIPPED and INVOICED
SAME DAY

Keep your stock well assorted and up-to-date
Carry the Lines that Pay

All Inquiries Receive our Prompt Attention

All Goods Invoiced at Lowest Market Prices

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND METAL MERCHANTS



MONTREAL

-

-

CANADA



THE LATEST IS



FOR 1912

A DOVETAIL TONGUE and GROOVE PLANE

GROOVE.

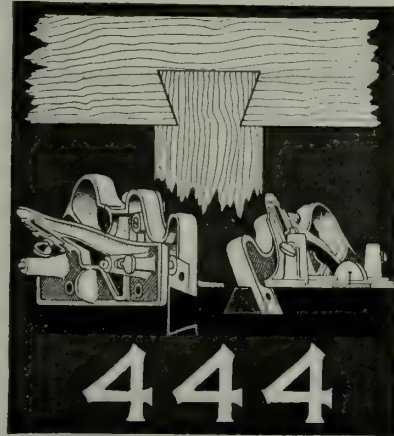
The No. 444 Plane will cut any Dovetail Groove where the width of the neck is more than one-quarter of an inch in width or where the depth of the groove is not more than three-quarters of an inch.

The design of the Plane takes care of the flare which is always twenty degrees, consequently the width of the bottom of the Groove does not have to be taken into consideration when one is laying out the work.

TONGUE.

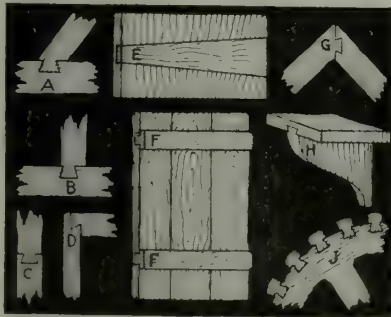
The neck and depth dimensions of the Tongue are the same as those in the Groove. The two shoulders, however, may be of the same or different widths as desired up to five-eighths of an inch each.

Inasmuch as each side of both the Tongue and Groove are cut separately with the No. 444 Plane, it is possible to make the sides of the joints either parallel or tapering.



SOME 444 WORK.

A Dovetail tongue and groove joint with the groove cut in the regular manner, and the tongue cut on a bevel, used for supports.



B Dovetail tongue and groove joint with unequal shoulders, or a joint with a regular groove, but where the tongue is offset.

C Dovetail tongue and groove joint as can very often be conveniently used when one is forming an end to end timber match.

D Dovetail tongue and groove half joint, frequently used by carpenters to a very great advantage in concealed nail work.

E Dovetail tongue and groove joint as applied to a flush key batten, where used in strengthening wide thin boards across the grain.

F Dovetail tongue and groove joint as it is very often used to construct a batten on doors made of several boards, etc.

G Dovetail tongue and groove joint where both the groove and tongue are cut on a beveled surface, making a strong corner.

H Dovetail tongue and groove joint shown in one of its most useful applications, that of a bracket supporting a shelf.

J Dovetail tongue and groove joint as applied to the setting of gear teeth around the outer rim of any gear pattern.

You cannot do better to increase your business among the carpenters than sell

Stanley Tools

Skilled men will accept no other kind.

Superior Quality, Strict Factory Inspection, and expert supervision over all departments, in the Stanley Factories have made these tools so universally popular.

Our General Catalogue shows complete line of the Stanley Tools we Keep in stock in Montreal

MADE BY

Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

DISTRIBUTED BY

Caverhill Learmont & Co.

MONTREAL

and

WINNIPEG

The
Steel Company of Canada
Limited



LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples.



District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

J. B. H. Rickaby, Victoria, B.C.

H. G. Rogers, St. John, N.B.

Geo. D. Hatfield, Halifax, N.S.

Happy New Year!

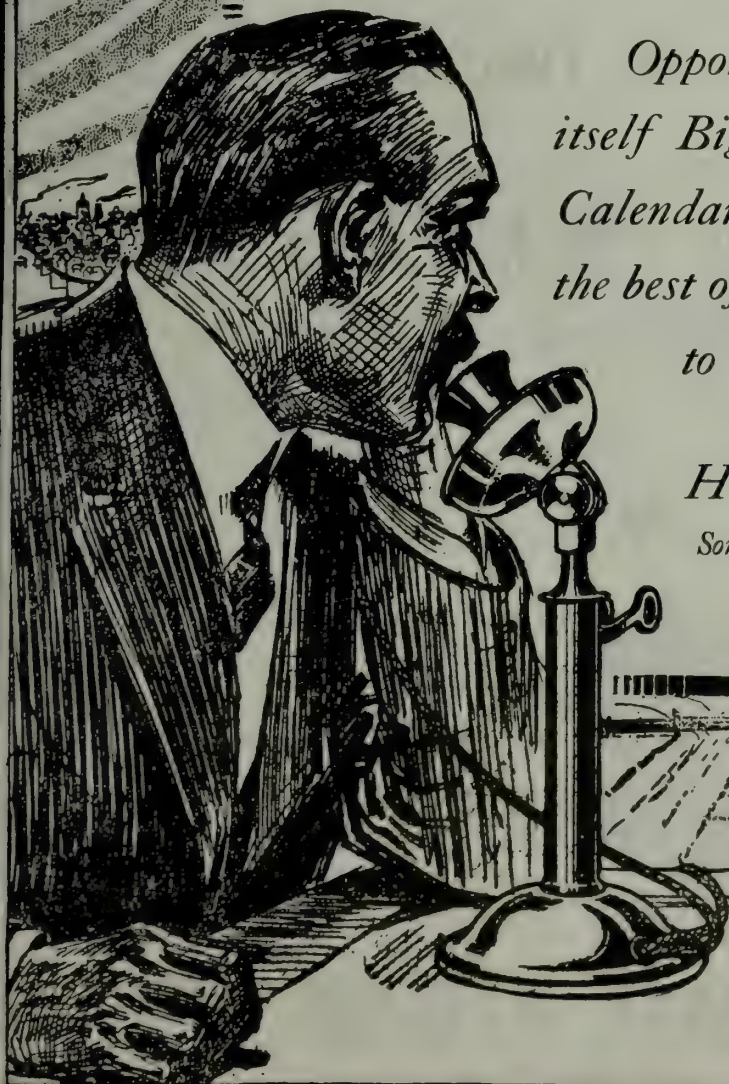
A personal greeting to all our friends, near and far, and the hope that 1912 will make good its promise of good times and still better business.

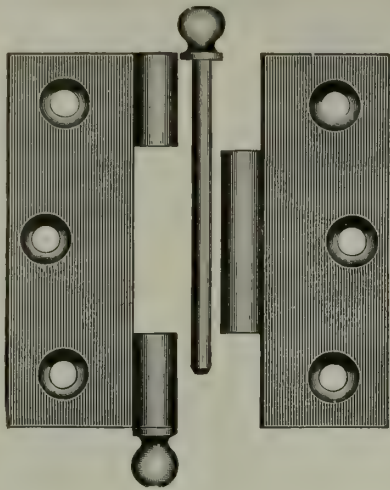
Opportunity writes itself Big all over the Calendar. May it be the best of all the years to you and us.

H. S. Howland

Sons & Co., Limited

Toronto





PLEASE DON'T

BE CONTENT TO SIMPLY ASK YOUR
JOBBER FOR "SOME HINGES"

There are GOOD HINGES and BAD HINGES,
and when you don't mention what BRAND you
want—you are liable to get either good or
bad, or both.

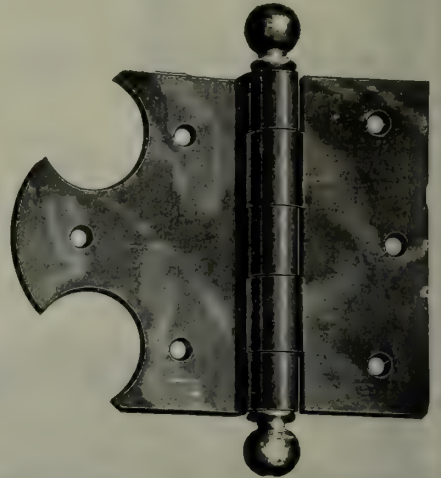
We are the largest manufacturers of Builders'
Hardware in the Dominion.

"Crescent Brand" Butts and Hinges

THE BEST ON EARTH

Manufactured by

CANADA STEEL GOODS CO., LIMITED
HAMILTON CANADA



COLONIAL AND PREMIER BRANDS OF ENAMELED WARE

Sells on merit and will do more to make your store a
success than any other line of goods you can put into it

The colors are pleasing
and the finish is smooth
and glossy.

Each piece attractively
labeled.



Durable

Not easy to dent

Resists fire, fruit acids
and hard wear.

Davidson's Steam Cereals Cooker (3 Sizes) One of Our Specialties which the Buying Public Demands

Write for Catalogue to-day if you have not got a copy of No. 40 on file

THE THOS. DAVIDSON MFG. CO., LIMITED

MONTREAL

TORONTO

WINNIPEG

TO YOU

On this, the beginning of the NEW YEAR, we tender a hearty greeting and our sincere wishes for your continued prosperity.

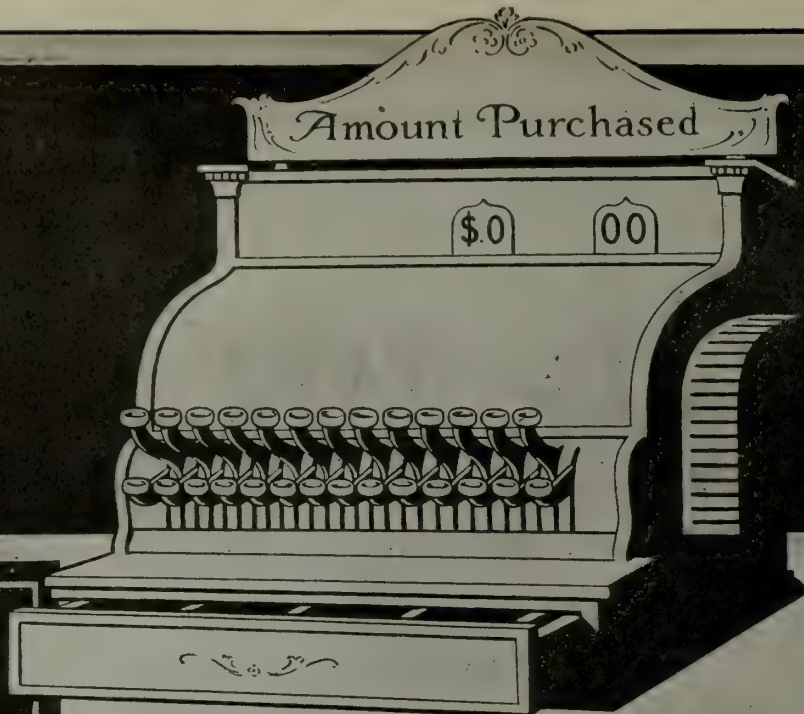
Your interests, as retail distributors, and ours, as manufacturers, are mutual, and we take this occasion to express our recognition of how important a factor your cooperation has been in forwarding our ambition to maintain the high prestige achieved for the Disston Brand.

On our part, we shall spare no effort nor expense necessary for the continuance of that superiority of Quality, Workmanship, Design and Efficiency, which has been so characteristic of Disston Saws, Tools and Files, and productive of such loyalty for so many years.

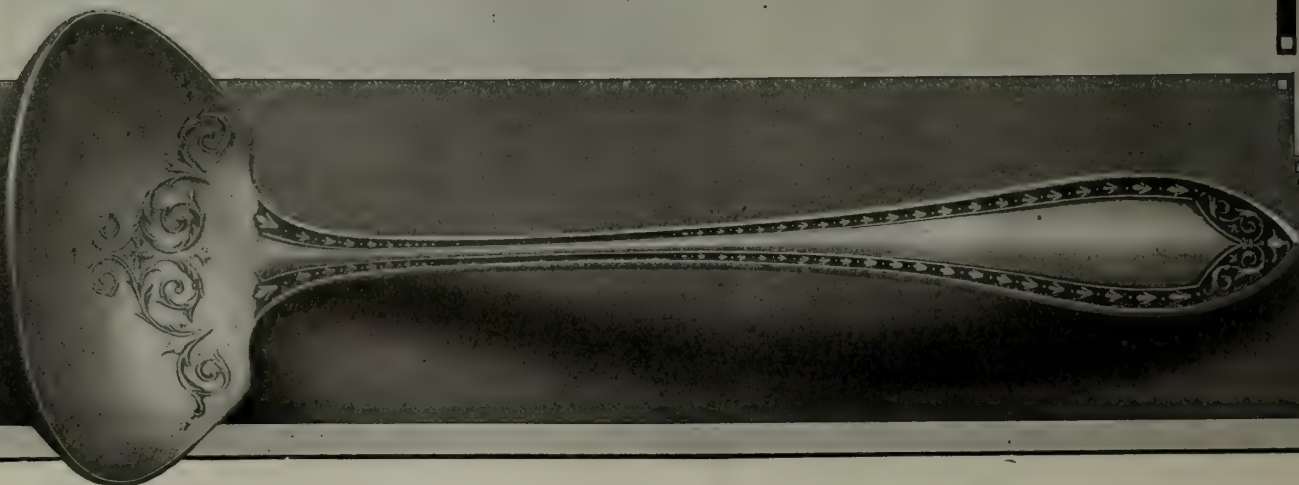
Yours very truly,

HENRY DISSTON & SONS,
Incorporated

Keystone Saw, Tool, Steel and File Works,
Philadelphia.



IF you want to save wear on your cash register — *Don't* let people know that you carry — *COMMUNITY SILVER and RELIANCE PLATE*



Est^d
1809

EVERED

&C^o
LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:

27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of
Brass Fittings for

Domestic Furnishing and Lighting

**Metallic Bedsteads, Cots, Wire
Mattresses.**

**Brass and Copper and Brass Cased
Tubes.**

Rolled Brass and Copper.

Switch Gear.

CANADIAN TRAVELLING REPRESENTATIVE:

Geo. H. Saywell

-

Saskatoon

LOCAL REPRESENTATIVES:

H. A. WHITEHEAD, 86 WELLINGTON ST. WEST, TORONTO

THOS. CARLYLE, 177 WATER ST.,

WINNIPEG

ASK OUR SALESMEN TO WAIT UPON YOU.

EVERY SPORTSMAN WANTS ONE



This 14-Candle Power Lamp projects a bright white light 150 feet on the darkest night and fills every lighting requirement for the Camper, Hunter, Angler and Trapper. The

BALDWIN CAMP LAMP

EVERY LAMP
GUARANTEED

weighs only 6 ounces—ready for use—4 inches high. Can be worn on cap or belt, leaving both hands free with rod, gun or knife.

OUR SEVEN MONTHS' ADVERTISING CAMPAIGN

from April to September inclusive for the past two years has put the Baldwin Camp Lamp before more than SIX MILLION READERS of the country's sixteen leading Sporting Goods Magazines.

WRITE FOR OUR 1912 SPECIAL SELLING PROPOSITION

Every Sporting Goods and Hardware Dealer should know all about this Easy Selling Staple. Over 200,000 sold last year. What part of this profit did you get?

JOHN SIMMONS CO., 25 FRANKLIN STREET, NEW YORK CITY
B-32 BOARD OF TRADE BLDG., MONTREAL, CANADA

The Hamilton 22 CALIBER RIFLES

have reached the height of mechanical perfection, being well balanced, accurate and absolutely safe.

They have few working parts, which are very simple and can be easily kept clean.

Both old and young will buy this attractive rifle on sight and you will benefit by their enthusiasm over its excellent service.

Put it in stock---give it a fair trial and if unsatisfactory return at our expense.

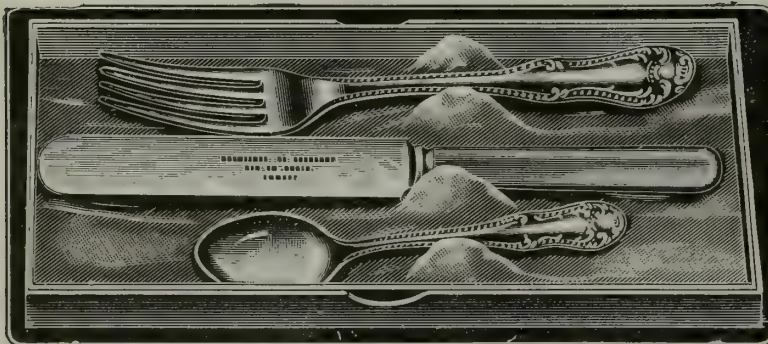
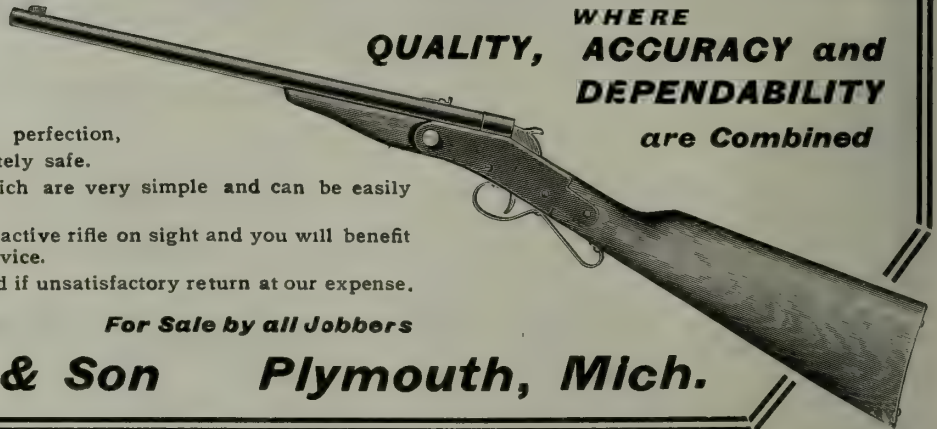
GET OUR CIRCULARS AND PRICES

For Sale by all Jobbers

C. J. Hamilton & Son

Plymouth, Mich.

WHERE
**QUALITY, ACCURACY and
DEPENDABILITY**
are Combined



Just the Thing for Gift Hunters

These three pieces in a neat satin-lined box, are the very thing you should handle as they are certain to attract the attention of gift hunters.

This ware is heavily plated with pure silver. It is very artistic and durable and makes an excellent set for a child.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal; N. F. GUNDY, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg.



Salem



Kingston



Morrow



Turenne



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH

ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA



The Buyer for the Home

She believes in the merchant who does business on the Quality basis—in goods whose trade mark is backed and pushed by energetic advertising.

The “Wear Ever” trade mark means quality in cooking utensils.

Its prestige means to you not only pleased and profitable buyers of cooking utensils, but more trade on your other lines.

It helps to make your name synonymous with quality.

You should have “Wear Ever” advertising—magazine and dealer aid—working for You.

Write

The Northern Aluminum Co., Ltd.

Toronto, Ontario.

Dept. H.

Summer and Winter Go-cart

Fitted with easily adjusted runners.
These runners are made to fit any
Carriage or Go-cart.

Write for Prices

GODERICH WHEEL RIGS, LIMITED, GODERICH, ONT.



Easy to grind as a watch to wind

PEERLESS FREEZER



**Peerless Freezer
Sold Everywhere
Universally Successful**

**Favorite with Women. Freezing in Three
Minutes. Advertising Claims Proven in
the Use.**



**Dana Mop Wringer
takes a woman
off her knees**



**Dana
Food Chopper**

THE DANA MFG. CO., CINCINNATI, O.



Attractive, Convenient, Durable, Reasonable in Price.

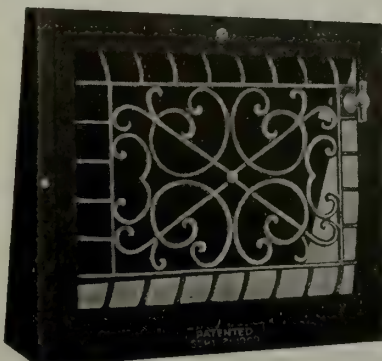
Our Patented Metal Shelf Boxes will improve the appearance of
your store, and will enable you to give your customers quicker
and more efficient service.

Advise us space you have available for shelf boxes and shelving

and we will sketch out plan and give you our best price for
same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and
supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green
fan. Our ordinary oxidized will about equal the more expensive full oxidized finish
of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No
springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

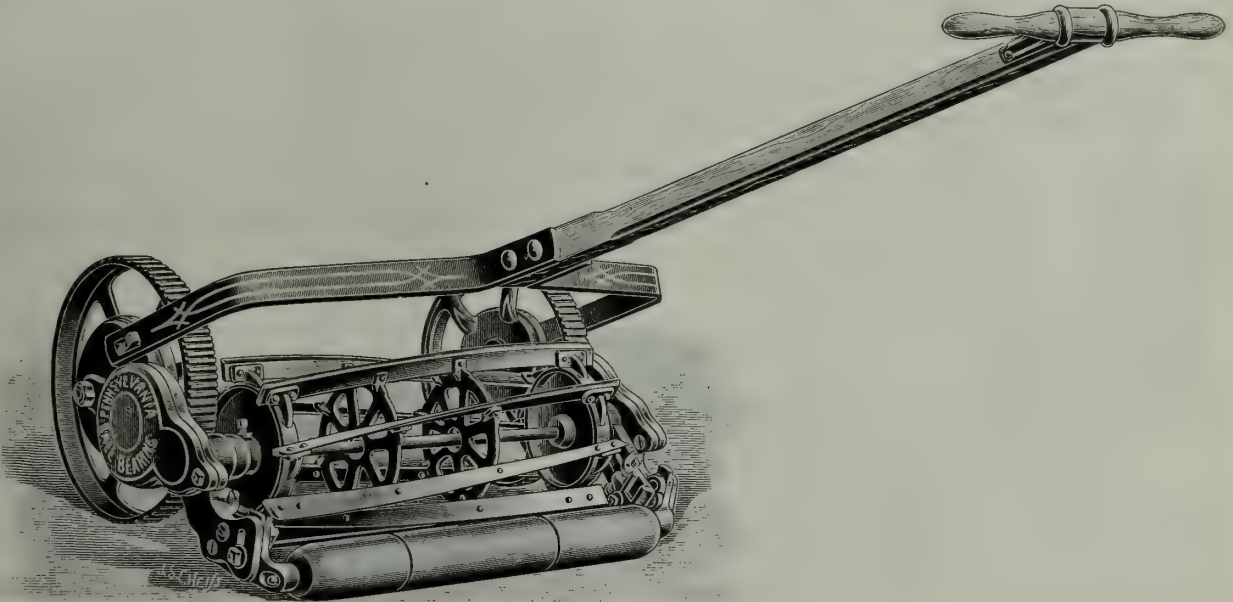
A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

PENNSYLVANIA

Quality



WE beg to advise the Canadian Hardwareman that we have established Jobbing Agencies for the distribution of the Pennsylvania Quality line of Lawn Mowers with the following wholesale firms whose purchases at our lowest car load prices enables them to supply the trade at favorable figures:

QUEBEC, CHINIC] HARDWARE CO.
MONTREAL, CAVERHILL, LEARMONT & CO.
OTTAWA, THOS. BIRKETT & SON CO., LIMITED
TORONTO, H. S. HOWLAND, SONS & CO., LIMITED
HAMILTON, WOOD-VALLANCE & CO.
TORONTO, RICE-LEWIS & SONS CO., LIMITED
WINNIPEG, WOOD-VALLANCE, LIMITED
VANCOUVER, WOOD-VALLANCE & LEGGET, LIMITED

The world-wide reputation of PENNSYLVANIA QUALITY Lawn Mowers has been attained by the use of the highest cost materials and mechanics, and the perfect work, ease of operation and long service for which the PENNSYLVANIA is noted, prove it to be the cheapest and most economical Lawn Mower on the Market.

We shall be glad to mail any one a copy of our latest catalog.

Supplee Hardware Company
PHILADELPHIA

ATKINS Sterling BAND SAWS

MADE IN CANADA



THESE SAWS are celebrated on account of their exceedingly tough temper and generally scientific construction. They will stand up to their work longer under the most trying conditions. You will find fewer cracks in ATKINS BAND SAWS than any other and they will hold their teeth and points remarkably. Why not place a trial order and make us prove these statements? Write to-day.

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind.

Premier Flexible Steel Mat



is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 feet to 100 feet. Special mats made to order on short notice.

The Schultz Manufacturing Company, Limited
HAMILTON, CANADA

Toronto Agent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.

“Kitchen” Steel Range

Burns Coal, Coke or Wood



Semi-Steel
Linings

Duplex Grates

Flue Perfection

Convenient
Clean Out

The “Kitchen” Steel Range meets the requirements of those who demand a small compact steel range having an oven of ample size and presenting an appearance that will be a credit to the best homes.

It is of the proper size for use in an average family and has a fire-box of generous size which will take a stick of wood 23 inches long.

The “Kitchen” Steel Range embodies quality of workmanship, together with experience in construction.

McClary's

Toronto Montreal London Vancouver St. John, N.B. Hamilton
Winnipeg Calgary Saskatoon

Do You Want to Buy Something That You do Not Know Where to Get ?

EVERY week Hardware and Metal receives letters from subscribers stating that they are in the market for certain goods, but that they do not know where they can be procured.

They ask us if we can tell them from what source they can procure the wanted articles. This is a service we render cheerfully.

When you become a subscriber to Hardware and Metal this service is part of what you buy.

We have facilities for procuring information about new goods, novelty lines, articles not usually sold in hardware stores but occasionally asked for, etc., and these facilities are at the service of our readers.

We are glad to get these requests for information and no service could be more cheerfully rendered.

HARDWARE & METAL

Montreal

Toronto


Winnipeg

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in nearly every instance.
They save the labor by performing it.
They are neat, inexpensive, durable and agreeable **HELPERS**.
Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively



This Trade Mark Ensures Genuineness Originality Perfection Satisfaction



Oakey's

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

**43 EXCHANGE PLACE
NEW YORK CITY**

**Once a FORD-man
always a
FORD-man**

Ford Auger Bits make customers and keep them. Why? Because they always satisfy, and give maximum satisfaction as well.

They make good every claim, every time—**FASTEST, TRUEST, EASIEST, STRONGEST**. They're made to do better work in less time and with less trouble and exertion. **THEY DO IT.**

They are so far superior to other Bits that a man cannot afford to use any other than the FORD. That's why we say (and we know), that "Once a Ford-Man, always a Ford-Man."

Will you do this?

Next time you sell an Auger Bit, other than the Ford, hand your customer a Ford. Tell him to try it, and return the one he doesn't want.

What could be fairer to you and to your customer? It shows your customer that you have his interest at heart, and shows you that we have unlimited confidence in our Bit and want to help you build up a steady trade.

Other dealers have tried this plan successfully. Will you? (Profits lie in repeat sales. Ford buyers are steady customers.)

FORD AUGER BIT CO.
HOLYOKE, MASS.

**Not an Apology
But a Regret**

To our many dealers who have experienced delay in shipments we express sincere regret. This difficulty was however through no fault of ours but was rather an unprecedented compliment to the quality of

**PEASE
FURNACES**

We added to our plant and manufactured a large stock in advance of orders anticipating a considerable increase in trade—but never dreaming of such an avalanche of orders as we received. October and November were the record months in the whole history of our business, but 1912 will set another mark.

We urge dealers next year to order early—educate your customers to the many advantages of doing so.

PEASE FOUNDRY COMPANY
LIMITED

Toronto

Ontario

213

"FLORA" KNIFE POLISH

The best and most reliable preparation
on the market.

Put up in
all Sizes.

Once Used,
Always Used.



Guaranteed
in every
Respect.

Get Samples
from Your
Jobber.

Another Product of the
LONDON EMERY WORKS CO.
London, Eng.

Canadian Representative:

W. FRANK MURPHY,

55 St. Francois Xavier St.

MONTREAL, CAN.

"ABSOLUTE QUALITY"

is a thing to be considered when buying axe
handles.

STILL'S AXE HANDLES

represent all that is best in quality of
materials, skilled workmanship and complete
manufacturing facilities.

You, Mr. Dealer, cannot afford to lose the
excellent profits that are incurred through
their sales.

Before restocking your axe handle depart-
ment get our particulars and prices---they
will interest you.

J. H. Still Mfg. Co., Ltd.

ST. THOMAS - - ONTARIO

Cap Screws

Set Screws



WE manufacture all
kinds of screws
and parts that can be turned
from a bar of Iron, Steel or Brass.
"Acme" Screws and parts are ac-
curate, have smooth edges and clean
cut-off, and are sold at right prices.

A complete stock of Regular Cap
and Set Screws in "V" or U.S.
Threads are carried in stock at our
factories and warehouses ready for
immediate shipment.

Special products are made quickly
and reasonably to your specifications
and samples. A closer relation between
us and your business will prove the
superiority of the "Acme" Products
and a help to you.

THE NATIONAL-ACME MFG. CO.

MONTREAL, QUE.:

ST. DELOURCELLES and G.T.R.

CLEVELAND, 7500 Stanton
Ave.

CHICAGO, 549 Washington
Building

BOSTON, 141 Milk St.

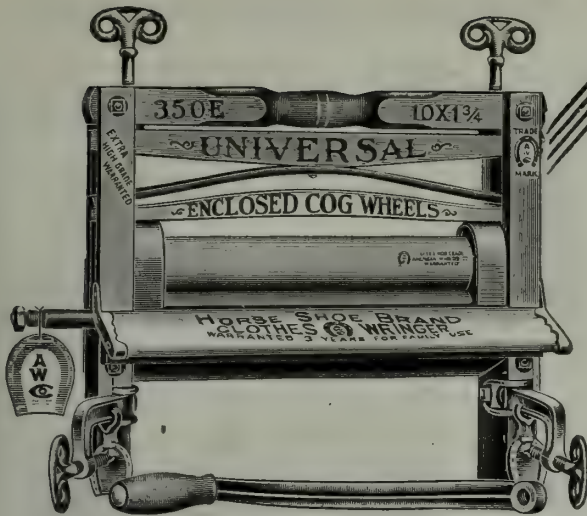
NEW YORK, 77 White St.

DETROIT, 1222 Majestic
Building

ATLANTA, 3rd National B'k
Building

FACTORIES:
Montreal, Cleveland

WAREHOUSES:
New York, Chicago



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Roll.
No. 350E	No. 380E	10 x 1 3/4 in.
No. 351E	No. 381E	11 x 1 3/4 in.

**We are the Largest
Wringer Manufacturers
in the World**

We have the very best facilities for turning out goods of the highest quality.

Our wringers are very attractive; and, if placed in a prominent position, they are certain to **PULL TRADE YOUR WAY.**

Write for catalogue No. 9 which contains cuts and descriptions that will be of great interest to you.

**The
American Wringer Co.
New York**

**Our Brands
of
Shovels
are:—**

LUNDY

PETERBORO'

DEMON

LUNDY SHOVELS

will appeal to Jobber and Dealer alike, because of their superiority in quality and finish; their greater smoothness of handle and finish of blade will surely please the customer.

We manufacture nothing but a **WELDED SHOVEL** because we are convinced of its superior strength and durability over all other shovels manufactured.

We can promise the promptest shipments to any point.

**Look for our Trade Mark
on every handle.**

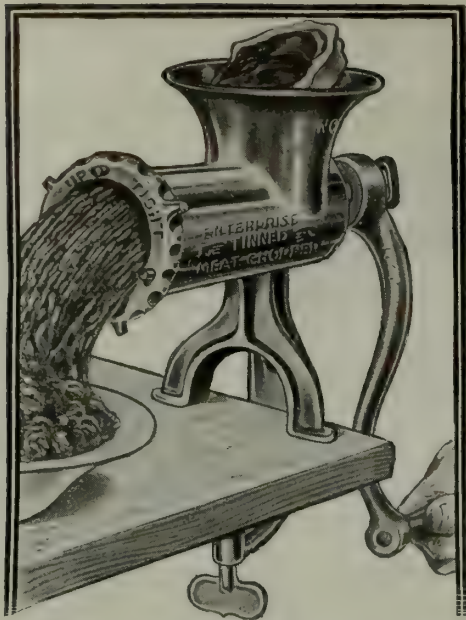
**THE LUNDY SHOVEL AND
TOOL COMPANY, LTD.,**

PETERBOROUGH, ONTARIO

Western Agents, **TEES & PERSSE of Alberta, Limited**, Calgary, Winnipeg.



Write For Catalogue



Housekeepers are Learning

Every day brings new buyers of Enterprise goods. Every day more and more housekeepers are coming to learn that the best thing they can have in their kitchen—the greatest convenience and economy—is an

ENTERPRISE

Meat and Food Chopper

What does this mean to the man who sells the goods? Bigger sales every day.

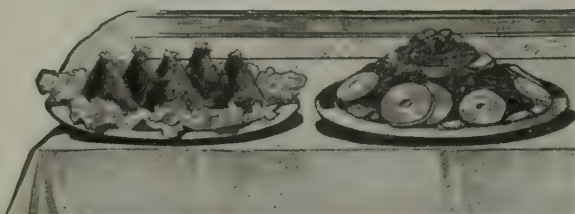
Advertise your store as a quality store, by displaying Enterprise goods in your window. Whether it is a Meat and Food Chopper, Sausage Stuffer and Lard Press, Raisin Seeder, Sad Iron or any other one of the Enterprise line—a sale means a satisfied customer.

We help you to push these goods.

We are advertising their superiority right along. And the goods back up the advertising every time.

Let us aid you with our selling helps. We will send you store hangers and window trims. We will gladly send you free as many copies as you need of our new series of handsome post-cards showing views of historical and modern Philadelphia. Six in the series, printed with your advertisement. Absolutely free. Write to-day.

THE ENTERPRISE MFG. CO. OF PA.
PHILADELPHIA



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co., Limited

AYLMER,

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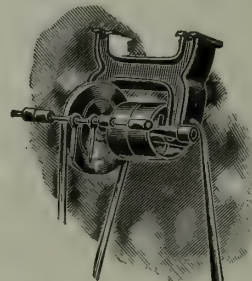
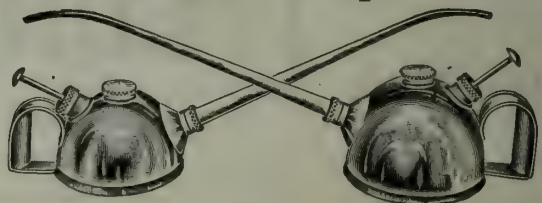
ONTARIO

WESTERN REPRESENTATIVES:

The Ontario Wind Engine & Pump Co., Limited

WINNIPEG AND CALGARY

Howland's Pump Oilers



For sale by
all Jobbers
in Canada.

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.A.

Ermaline Paper Bag Cookery

REGD.



The
New Science
That Has Come
To Stay

Get samples from your wholesaler or write
to the manufacturers

Edward Lloyd Limited

Eastern Townships Bank Building
MONTREAL, P.Q.

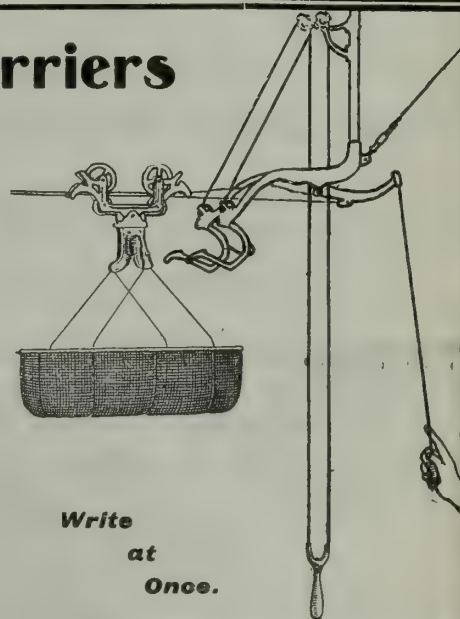
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They are well and strongly made and as the weight and strain are divided between two wires there is less liability to breakage of the wires than with single wire systems.

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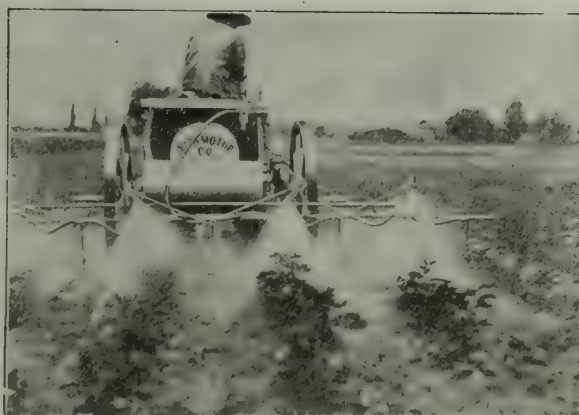
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Write for free treatise on crop diseases. AGENTS WANTED.

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See page 40-41 for Special Announcement

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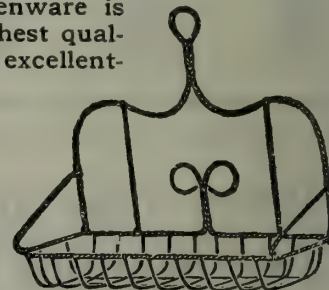
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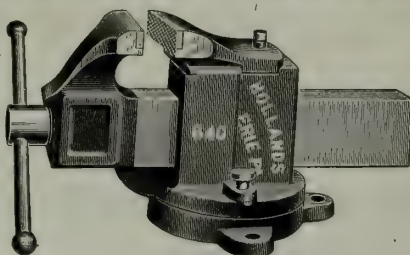
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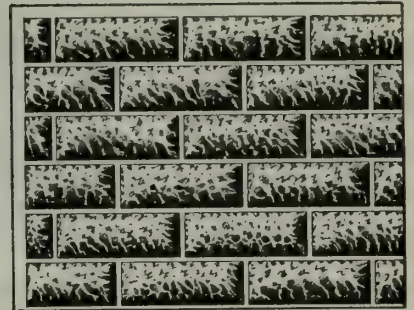
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272 Pages
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Our sidings are stamped sharp and clear from first quality stock and are dead square on the edges, ensuring easy, accurate fitting together.

There is big business for the hardware and tinsmith trade in the Metallic Siding line

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(C 48)

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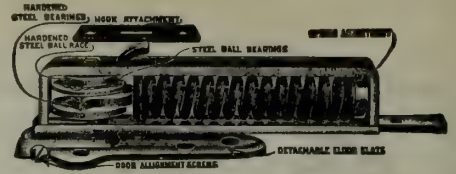
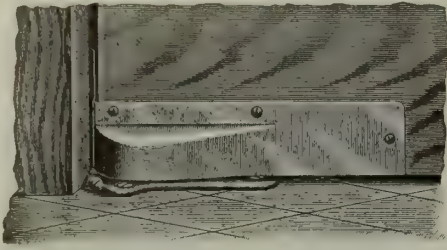
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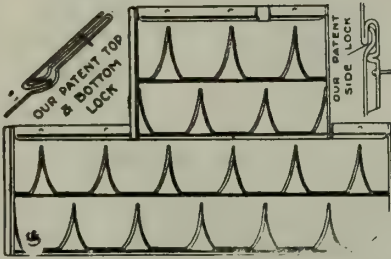
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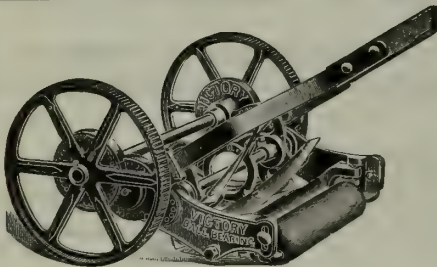
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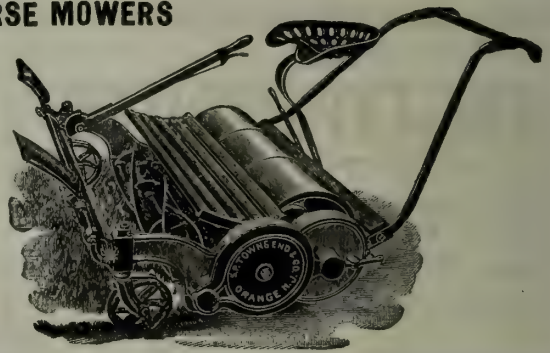
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All Our Hand Mowers
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All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices also full particulars.



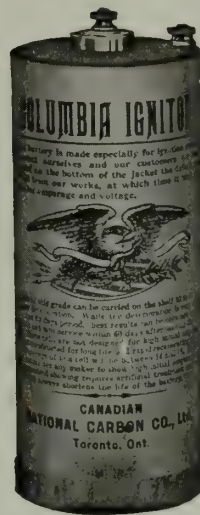
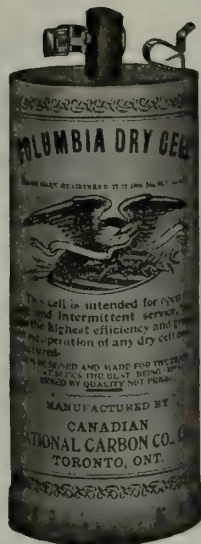
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The many repeat orders we are constantly receiving prove the merit of our goods.

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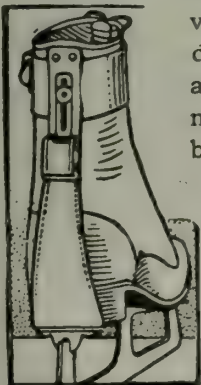
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The "Perfection" ANKLE SUPPORT

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It does away with all old-time cumbersome devices and the fatigue which prevents many from indulging in this healthful pastime.

It is the most compatible device for the support of weak ankles, as it is made of the very best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but cannot move sideways.



Write us at once for circulars and prices.

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OWEN SOUND, ONT.



FOR 1912



Our line of Baby Carriages, Go-carts, Collapsible Go-carts is now ready

AN ADDED ATTRACTION

is the Children's Sulky Line. See these before completing purchases.

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Gendron
CANADA

1887 - 1912

The year 1912 is for us an exceedingly eventful year, marking, as it does, the beginning of our second quarter century in business.

Starting in a small shop twenty-five years ago, we had no idea of the expansion which was to come.

That Sternauware is widely known, and that the demand for it, in all its varied and useful forms, has increased and is still increasing, is not due to ourselves, as we thoroughly realize; for no merit nor beauty in our goods, no personal qualities in us, would alone have brought us to our present position had we not been generously supported by our good friends, the retail merchants.

Looking backward, we recall that our efforts have not always equalled our intentions but this has been largely due of late to our inability to acquire manufacturing room in which to meet the increased demand for Sternauware. This handicap, however, will disappear after the completion of our new factory into which we expect to move about February 1st, 1912.

Our new ten-story building will have modern equipment throughout and the increased space for our various departments will permit us to handle our orders and shipments with more promptness and despatch. The great Jay Street Terminal, through which shipments can be made to any part of the country, is directly opposite and will naturally be of great benefit in this connection.

We celebrate our twenty-fifth anniversary, resolved to go forward, not backward; to add to the merits of Sternauware; to give better service and to satisfy our large number of customers and welcome their criticisms and suggestions.

We take this opportunity of thanking our friends for their many past favors and assistance in building up our business and wish them all our personal sincere good wishes for a happy and prosperous New Year.

We shall be pleased to see any of our friends at any time and whenever you can find the opportunity to visit

The scene of the evolution of Sternauware

rest assured that you will find "Welcome" on the door mat and the latch string outside.

S. STERNAU & COMPANY

NEW YORK SHOWROOMS
305 Broadway
N.W. Cor. Duane Street

MAKERS OF
STERNAUWARE
COMPRISING
*Fancy Teakettles, Chafing-dishes
and their Accessories, Coffee-
machines, Trays, etc.*

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We made the first REAL Battery in Canada.
We still make the ONLY REAL Battery.
X Cells are 29.3% better than ANY other Battery.

The quality of our goods is bringing us all the business we are after.

Once you sell X Cells in competition with any other brand you sell this customer X Cells again for NINE LIVES.

QUALITY IS THE ONLY FACTOR
WE LEAD IN QUALITY

We made for the Canadian Hardware Dealer the FIRST DOLLAR
IN BATTERIES and we shall continue to help
them to MAKE MONEY.

CANADIAN CARBON COMPANY, LIMITED
96 KING STREET WEST, TORONTO

Shipments made the same day order is received.

We Paid One Man \$128.00 In November

for securing subscriptions to MacLean's Magazine, during his spare hours.

This man joined our circulation organization on October 30th, 1911. He had no previous experience as a circulation salesman. He secured every subscription in his home town, which has a population of 2,300.

In every town in Canada there is a man who can make comparatively the same success. The men with enterprise, initiative and with a desire to hold a worthy place in the world's activities, are the men we want to fill such positions.

We have a number of good openings at present. There may be one in your town. We pay liberally.

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All **Dominion** Smokeless Shot Shells are loaded with Chilled Shot unless otherwise specified.

That is why **Dominion** Shot Shells are so popular and give such universal satisfaction.

Drop or soft shot is loaded by most foreign firms and costs one dollar less per thousand list in any make, but there is no comparison in shooting qualities because Chilled Shot retains its shape and will penetrate the thickest feathers or down, where drop shot flattens out in the feathers and does not penetrate.

There is no comparison as to quality and satisfaction of Chilled Shot vs. Soft Shot.

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Dominion Cartridge Company, Limited
MONTREAL : Canada

METALS

OF EVERY DESCRIPTION.

PIG IRON, LEAD, COPPER, TIN, SPELTER, ETC.

ALSO

GALVANIZED IRON, BLACK SHEETS, TINPLATE,
BAR IRON.

PRICES QUOTED TO ANY PART OF CANADA.

Henry Rogers, Sons & Co., Limited

(ESTABLISHED OVER A CENTURY)



HRS&C^o

WOLVERHAMPTON & SHEFFIELD

Canadian Branch :

6 St. Sacrament St., Montreal



HRS&C^o

Window Trims and Their Influences on Trade

Ottawa Dealer Declares Displays Bring Immediate Results — Advocates Arrangement of Tools—Windows in Small Places Impress Fewer People Than Do Those in Cities, But They Impress Those People More—Stir Up Competition by Having Different Clerks Make Trims.

Does the time given over to planning and arranging window displays pay? Are the public thus led to enter a store and to make purchases?

Even yet there are some who answer these questions in the negative. Few think they are doing this. "Yes," they would say, if asked face to face, "window displays do pay." But their very windows give their words the lie. These have not been retrimmed for months. The same arrangement of goods which was made in spring is still on show. What attractive power it will have at this holiday season may well be imagined.

There can be no doubt dealers who are earnest in their fight for business have got to give serious thought to the windows. These bring direct results. Even the sale of staple lines may be stimulated by a good trim.

Half a Hardware Store.

"The window is half a hardware store," is the way W. H. Smith, manager of the Central Hardware Company, Ottawa, puts it.

"Here we can see immediate results from our displays. We are showing brass goods and copper ware in one window now. The very day we arranged that trim, women began to come in and ask for the line. A little time ago we showed bath room accessories. We sold a great number of these. The demand kept up prettywell after we changed the trim, but in time it will die away. Then it will be evident that we must display that class of goods again—providing, of course, they are still seasonable."

Mr. Smith puts great faith in displays of tools. Because these are a staple line, he thinks dealers are inclined to overlook them. They arrange trims of aluminum ware, of skates, of brass goods and many other lines, but seldom a good display of tools.

Cater to Mechanics.

"I do not think," stated Mr. Smith, "that any other display brings such quick results. If a store is so situated that mechanics pass by it, they will stop to inspect that window every time. Let them see a new tool and they want it. Mechanics, you must remember, are enthusiasts. Almost without exception they like their work, and they are anxious to get any tool which will help them with it.

"I find tools such a good line to display that I arrange a trim about once a month. This brings results, and that, of course, is what we are all after."

It sometimes seems to dealers in small places that they have not the field for windows that have the city merchants. There is something in this, and yet a good window in a town is bound to bring results. It will not appeal to so many people as will the display on the busy city street, but it will appeal to those who do see it, more. A good window in a city is an occurrence, in a town it partakes of the nature of an event. People

their own plans, use what stock they like, and get what assistance is necessary. The clerks have entered into the work heart and soul. They vie with one another, and are turning out windows which are attracting buyers in large numbers—windows which would be a credit to any store.

Variety is a great thing nowadays. People cry for it like children for a certain well-known remedy. To meet the demand vaudeville theatres have sprung up. The same spirit which makes such performances seem necessary on the stage makes variety necessary in win-



This picture, taken by flashlight, shows one of the tool trims which the manager of this store, W. H. Smith, has found so effective.

pause before it; mention it at the supper table; tell their friends about it; in short make it a really splendid advertisement.

Disadvantage of Small Place.

One disadvantage the smaller place does present from a window dressing standpoint—that is the lack of competition. The majority of the store windows are at best only mediocre. There is therefore no spirit of friendly rivalry—of competition—to spur the dressers on.

A Carleton Place merchant, who is a great believer in window trims, has discovered a means of overcoming this difficulty. He creates competition by giving each window in charge of a different clerk. They are allowed to form

downs. This variety is easily obtained by the dual system of window trimming used in Mr. Taylor's store. No two men are going to have the same methods. They turn out trims which are different, and which are especially attractive because of their difference.

M. Holland of the Belleville Hardware Co. was presented with a gold watch by his fellow employees.

S. W. Smith, formerly with R. Chestnut & Sons, Fredericton, but now a traveler for Brandram-Henderson, gave a supper to a number of his Fredericton friends. He has just returned from a visit to the West Indies and South America.

The Management of a Retail Business

No. 1—STOCK-TAKING

Need of an Inventory at End of Year Emphasized—Too Many Business Men Content to Live on Guesswork—\$10,000 Almost Lost in Three Years—Stock-taking Subject of Next Article.

By H. C. Carson, F.S.S.

When arrangements were made for this series of talks on business management as a feature for the coming year, the writer stipulated that the first should appear in December. My chief reason for so doing was that I wished to talk first of all on the subject of stocktaking, and the time is close at hand when this very necessary task should be undertaken. Every merchant owes it to himself, and to his banker and creditors as well, to ascertain just how he stands when the year's business has been terminated, and the only satisfactory way to accomplish this is to close the books and accounts, take an inventory of what he owns and what he owes, and prepare a balance sheet or statement of affairs. I know that many a so-called business man is content to make a rough guess at the value of the stock on hand and to let it go at that, but the chances for such a man to become a merchant are remote—he may remain a shopkeeper until such time as his guessing habit has landed him in such a hopeless muddle that extrication has become impossible, and failure stares him in the face. Such a man deserves little sympathy. He has succeeded in fooling himself, as he has, perhaps, a perfect right to do, but what about the banker who has loaned him money and the creditors who have advanced him goods? They will be the first to be abused if they do not extend a helping hand in his time of distress, when in reality they show him a kindness when they fail to prosecute for obtaining credit based on statements of estimated worth. The position does not become less reprehensible because unintentional. Negligence in business is, after all, akin to fraud on those who are made to suffer through the negligence.

On Brink of Failure.

I know a man who commenced business some years ago on a capital of \$10,000. Before the end of three years, ruin had all but overtaken him. During that time he did not take an inventory of his merchandise. His practice was to add an average of 33 1-3 p.c. to the cost of his purchases, and each day, after the amount of his sales had been ascertained, he would set aside, as a separate fund, 33 1-3 p.c. of the amount, labelled gross profit account. Out of this fund he paid his help, store expenses, and personal expenditures. His sales approximated about \$100 per day, so that he figured

on about \$33.33 for his gross profit fund per day. He had no intention of deceiving anyone, least of all himself. He paid his bills in a regular manner and believed himself to be in a highly satisfactory way of business. He lived well, though not extravagantly, and was happy. But he was blind, palpably and hopelessly blind. The inevitable end, Mr. Merchant, is clearly in your mind as you read this, and you begin to wonder how he lasted so long. I also wondered when I was called in to save the situation, if possible. It was almost too late. What had been happening? The diminishment of his stock had been gradual, and, therefore, less perceptible, but even his blind eyes had at last seen that it had dwindled almost to a vanishing point, compared with its original completeness. He had grown suspicious of his help. They must have been robbing him, he said. That he himself had been the culprit never once crossed his mind, and when I pointed out that he had been robbing his own business to the extent of \$8.33 per day, his indignation became so violent that he threatened me with dismissal as incompetent. It is on occasions such as this, however, that an auditor must show firmness as well as reason, and to the lessons then taught is due the fact that this shopkeeper has recovered his loss of about \$6,000, and is now a merchant, successful and respected, and with a growing instead of a diminishing capital.

Where Error Lay.

What were the lessons? First of all, he had miscalculated his gross profits by appropriating the same proportion of his sales as he had added to his purchases. This is an error more common than is realized, and to which many failures are due. One day's sales, aggregating \$100, may be taken to illustrate the point:

Cost of goods sold	\$ 75.00
Profit added (33 1-3 p.c.)	25.00
	<hr/>
	\$100.00

The amount that he should have placed in his gross profit fund was \$25, according to these figures, but he had taken a third of the total sales, as follows:—

Day's sales	\$100.00
Gross profit (33 1-3 p.c.)	33.33
	<hr/>
	\$ 66.67

As is seen, this method left, after deducting the alleged profit, only \$66.67 with which to replace goods that had cost \$75.00, or a daily stock depletion of \$8.33. He had failed to remember what any 12-year-old boy could have told him—that one-third added to the cost equals only one-fourth of the proceeds. It might be argued that what he was losing on one side he was gaining on the other, and that there was no real shrinkage in assets. That argument would have been fallacious, at least in his case, because he had regulated his store and living expenses too close to the amount of his imaginary profit to permit adjustment in that way.

Convinced, by this time, that he had been grossly stupid, the next lesson taught him how negligent he had been. He had never taken stock. Had he done so at the end of the first year he would have discovered a shrinkage of about \$2,500, or 25 p.c. of his capital, and heroic measures would have been taken then and there to discover the leak, and prevent its recurrence. But he preferred to deceive himself with an annual statement based on estimated stock, and not until two and a half years had elapsed, and it became apparent that all was not right, did he attempt to learn his real position in the only real way. By this time 60 p.c. of his capital had vanished. It was a rude shock, but better late than never, and that he adapted his management to fit his strained resources and, after a time, succeeded in recovering his prestige, is proof that business skill has at least equal value with capital.

Next Article on Stocktaking.

The next talk will deal with methods in stocktaking and the principles that should govern in the preparation of an annual statement of affairs, but it is hoped that enough has already been said to convince all business men who may read this introductory article, that the duty of taking stock, annoying sometimes and inconvenient always, is imperative as a precaution against unseen danger. As a country develops, competition in trade becomes more keen and exacting, and success more difficult to achieve and retain. Buying and selling is becoming more and more an art, or science, in which skill and watchfulness play the leading role, in contrast to the slipshod methods that were

Continued on page 42.

A Steady Fight For a Cash Business

Jos. Codere, of Sherbrooke, Tells of Ways he has Adopted to Stop the Credit Trouble—Advises Cautious Procedure—Too Sudden Action Would Alarm Customers Unnecessarily—Some Skirmishes Which Brought Prompt Payment.

A dollar in the till may not be worth two on the books, if the accounts are good; yet every dealer who has been in business long knows that carrying accounts means a considerable loss. Some customers are going to shirk payment. Some are going to leave town and their bills unpaid. Experience has proved this to be true, and so hardware dealers have come to look upon a cash business as an ideal state of affairs—a state of affairs which some consider impossible of attainment, and yet much to be desired.

Must Dare a Few Losses.

But is a cash business impossible? Three hardwaremen out of four will state unhesitatingly that it is. The fourth will declare that he has made an effort and has reason to believe that a business in which people pay for goods when they get them is quite feasible. It is a result which may not be attained at once, but which can be brought about by careful watching of accounts, and by daring to chance a loss of poor business to secure good payments.

Joseph Codere, of Sherbrooke—that fine Quebec city, old in years but young in enthusiasm—is one of those who believes cash business in hardware is possible, and who is steadily working to bring about the desired end. As he says: "I have paid cash and given credit. I find that it is not good policy, and though I am going quietly, so that I will not cause the disturbance which comes from making too big a change suddenly, I am steadily turning my customers into the class that pay cash."

Cash Necessary as a Buyer.

From his own standpoint, Mr. Codere states that cash payment is absolutely necessary. "To give cash," he remarks, "is the one way to get the best profit possible. When a manufacturer or a wholesaler knows that a certain customer pays cash, he will give that customer the best possible service. He will, moreover, quote him the bottom price. A man coming with the dollars in his hand can get a good bargain."

As cash payment helps the dealer it also helps the retail buyer. Some have come to recognize this, but others demand credit, for no other reason, in many cases, than because they have formed the habit. Mr. Codere found that several of his customers, who were running accounts of a year's standing, had thousands of dollars in the bank. It was this discovery which first led him to take steps to put his business upon a more strictly cash basis.

Added Interest to Bill.

One of Mr. Codere's heavy buyers had not made a single payment for a year. The account had been sent to him on two or three occasions, but no attention whatever had been paid to this. Mr. Codere decided that something must be done, and so, getting the account from his bookkeeper, added an item, "Ten per cent. interest \$—."

The account, with this added note, brought results. It brought the customer and a storm of abuse. Mr. Codere listened quietly to his voluble patron. He heard the man declare that he would never darken the door of that shop again. Then he took a hand, telling the angry buyer that the bill was to be paid; that he himself paid promptly for the goods he got, and that he expected the same treatment from men who dealt with him. But the customer refused to listen to reason. He left the shop—left also an amount sufficient to cover the bill, minus the interest.

Incensed Customer Returned.

A month passed and the abused customer did not come near Mr. Codere's establishment. Another month came, and so did the man who had been made to see that twelve months was too long to run an account. Nothing was said this time, but the customer paid cash for what he bought.

So it goes. It seems, indeed, that the majority of the people have an abhorrence of being asked for money—an abhorrence only exceeded by their abhorrence of paying promptly.

It is by this attention to individual cases that a cash business is secured. Only a day or two ago, for instance, Mr. Codere won another account which has already proved to be of considerable worth.

Demanded Cash for Pipe.

A man came into the store and wanted to buy some piping. He went to the warehouse and measured off a number of lengths, which amounted to a total value of \$69.

"I'll pay \$25 down on that," remarked the would-be purchaser, "and give you the balance in three months."

The clerk, who had been taking the order, considered this. Then he determined that it was a question for the head of the establishment. He took the customer back to Mr. Codere.

But Mr. Codere would not consider the proposition. "I don't know you," he said. "I don't doubt that you can pay all right, but pipe is in great de-

mand just now. I'm not going to let you have it on credit when I can easily get cash."

The customer was incensed. It is surprising how many men become incensed when they are asked for cash. He decided to go away and leave the pipe, threatening that he could get it elsewhere. His declaration did not bring the result which he had expected, and at the door of the store he turned, came back and paid down his \$69. He had the amount in his pocket all the time.

Sought Credit, But Paid Cash.

Still another man, who has been a credit seeker for years, came to the store a short time ago and wanted to buy largely on credit. Mr. Codere objected. He told the man that he knew he was well able to pay cash. This the man admitted, and seeing the force of the argument, said that he would pay at once. And he did. He purchased a \$60 steel range and a number of utensils which brought his total bill well over \$100, and he paid the money over in good coin of the realm.

There aren't many men as reasonable as this farmer last mentioned. But the majority of those with whom Mr. Codere does business are well able to pay money down for what they buy. "There was a fellow in here the other day," said this Sherbrooke dealer, "who wanted to run a bill for about \$15, and I knew very well that he had more than \$1600 in the bank."

Credit Sparingly Given.

No man is given credit in this store now unless it is known that he is perfectly reliable. Even then an effort is made to induce him to pay cash.

Some to whom time is refused are, of course, annoyed. A few have diverted their business, but it is only the few who do this. The majority can be made see reason.

But, as has been said, the goal may not be attained all at once. Mr. Codere, however, is of the opinion that the end might be much more readily achieved if the dealers would get together.

"There is no reason at all," he remarked, "why all people should not pay cash for their hardware. If we could unite, and agree to sell only upon those conditions, there would not be a great deal of trouble. It is pretty nearly impossible to get such co-operation though. I guess we'll just have to go along steadily. It is slow work, but it is well worth the trouble and the anxiety it causes."

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s 6d; elsewhere 12s.

PUBLISHED EVERY SATURDAY.

A PROSPEROUS YEAR.

The year that has passed was a prosperous one. Looking back now, it is interesting to review the conditions which prevailed during 1911. On casting back over the events of the year, one reaches the conclusion that conditions generally were good. An irresistible impulse toward activity has dominated trade in Canada to such an extent that prosperity has reigned unchecked, whereas in the United States uncertainty and pessimism have been the ruling sentiments.

It is possible now to gauge with a certain degree of exactitude the volume of business done during the past year. Speaking with regard to the hardware trade, all estimates show that business was thriving and on the advance. Hardware manufacturers and jobbers had a good year although adverse conditions at one or more seasons detracted somewhat. In the stove trade all past records have been broken. There is no doubt on the score of the wonderful growth of the stove industry. The fact that one firm alone showed an advance over last year of \$450,000 is indicative not only of the advancement of the stove business but also of the marvellous development of the country at large. Paint manufacturers have experienced an active year, and here again a great development is noted. In metals there has been a steadily active tone, although the adverse influence of dull conditions across the line has been felt more in metals than in any other branch.

A SERIES ON BUSINESS MANAGEMENT.

In this week's issue of Hardware and Metal appears an article on "Stock-Taking," which is the first of a new series on "Management of a Retail Business," which will run throughout the year.

These articles are being written by H. C. Carson, F.S.S., an expert accountant and auditor, who is widely known as an authority on municipal finance. His experience in auditing, covering a number of years, has qualified him in a very special way, to write on the subject of business management, particularly as relating to the retail trade.

Every manufacturer and wholesaler has had cause to deplore the lax and unsystematic methods disclosed in the business management of too large a number of retail hardware stores. There is undoubtedly room for a great deal of improvement in this department, and many

dealers even now recognize the shortcomings of their accounting systems. However, having had comparatively little training in financing a business, they are at a loss to know what measures they should adopt to improve conditions.

Mr. Carson's articles will be a very great assistance to all the readers of Hardware and Metal who are not satisfied with the present working of their accounting departments. They will also furnish many ideas, even to dealers who have very good business systems already in force. Every branch of the business management problem will be dealt with very fully, in this series, which is bound to perform a splendid service for the trade.

To make Mr. Carson's articles still more valuable, he is prepared to act in an advisory capacity to our readers, in all matters pertaining to the management of their business. He will be glad to have problems submitted to him for solution, and to answer any questions on business management, which readers of Hardware and Metal care to ask him. He may be addressed at the Toronto office of this paper.

The business management series, is only one of the many good things which Hardware and Metal have to offer its readers during 1912. Arrangements are now practically completed, for some other very valuable articles to appear during the year, and definite announcements will be made very shortly.

Altogether, our readers may look forward to fifty-two splendid issues in 1912. The plans we have already made, ensure that they will eclipse, in interest and practical value to our readers, any similar period in our twenty-three years of experience.

MUST WATCH TURPENTINE.

One of the most interesting developments of the past year has been in regard to the turpentine situation. It is not often that, in the narrow confines of twelve months, a commodity will touch the highest price mark ever recorded and then sink down to almost a rock bottom quotation. This has been done by turpentine during the past year.

Starting early in the year, turpentine began to climb and it did not stop until it was selling for a higher price than it had ever sold for before, with the exception of the Civil War years. As little turpentine was sold then the price was almost nominal, so that 1911 can lay claim to having established a new record. The chief reason for this unprecedented advance was the lack of supplies. So marked did the stringency become that conservation of the turpentine supply was strongly advocated. Then the break came. Turpentine began, slowly at first but with increased momentum as time went on, to recede. It went down, down, down, lower than the mark set by even the most bearish of bears. Predictions of the end of the downward slide were made every week only to be broken the next. When turpentine finally wound up, it had reached one of the lowest levels in years. The explanation was not hard to find. The high price had brought substitutes on the market more than ever and home consumption of the pure spirits had fallen off. The foreign demand was smaller and stocks began to accumulate on the primary markets. The slump was inevitable but no one dreamed early in the season that it would get as low as the price ultimately reached.

Turpentine is the stormy petrel of the paint trade. It is difficult to gauge and serious losses can be avoided only by watching the trend of the market with unvarying closeness.

THE METAL SITUATION.

The past year has been an active one in Canada in regard to metals. This is a rapidly growing country with vast transportation problems demanding immediate solution. There is consequently a great amount of structural work now being done and the future will see even more stupendous tasks undertaken. The past year has witnessed a heavy consumption of steel and the prospects all point to a still greater demand next year.

More metal probably was sold in Canada this year than ever before. Our industrial life is expanding and developing with a characteristic new world speed. The prosperity of the past year has been unbounded and without alloy despite the fact that the situation in the United States has been extremely grave. Now that conditions have been righted there, the return of American prosperity should assist in creating even more active conditions in this country than would have been expected under other circumstances. Metal men are looking forward with every confidence to a better year's business than ever in the past.

Tin remains in the ascendant, a small gain in price having been made during the week. It is now convincingly apparent that the syndicate can continue to swing the market in any direction desired in accordance with their interests. Expectation is that the tendency will be upward. Spelter is in better demand and the situation is much more satisfactory, as the jobbers have found time to recover from the stringent conditions of a month ago. Copper shows no change and lead is also "marking time," as it were. The first of the year should see a marked stimulation in copper and lead operations.

PERSONAL INVENTORY.

Inventories are the order of the day. Stocks are overhauled and valued and their marketability estimated. Why not go a little further and indulge in another form of stock-taking, a "personal inventory?"

The success of a business depends on the attention that the proprietor gives to it. Likewise it depends on the clerks and every member of the staff. The advice then applies to all: Take a "personal inventory," cast up in the balance your successes and your shortcomings, review the things you have done which merit praise and put on the other side of the balance the numerous ways and incidents in which you have "fallen down." Probe down into the inmost recesses of self and then proceed to take stock, to sum up your assets and to see just where you stand on that very important subject, your chance for future success. An impartial criticism of one's own methods and capabilities will bring to light many faults and enable one to take steps to correct them.

Find out your own worth. Then take steps to add to and improve it. A yearly personal inventory would keep many a man out of the rut and correct many personal shortcomings.

HIGHER PRICES AHEAD?

Rumor has it that higher prices in some lines, used in the paint and oil trade, are under consideration. In fact, it is said that a meeting to consider this matter has been proposed. Whether anything further will develop remains to be seen but the movement, slight though it may be, is indicative of the trend in this branch of

the hardware business. Higher prices may or may not come, but the possibility of lower quotations is dismissed as out of the question.

POINTED EDITORIALS.

Now let's settle down to work.

May all hardwaremen have a prosperous New Year.

See pages 40 and 41 of this issue for a special announcement.

There is no lack of emphasis in the declaration of paint manufacturers that there will be no decrease in prepared paint prices this spring.

Here is one New Year's resolution worth resolving: I will take stock thoroughly and conduct my business next year in accordance with the findings.

The year 1911 has set up some great records but they will probably be completely eclipsed and obliterated from the mind by the results attained in years to come.

Retail stove dealer declares that one-fifth of the fall stove trade is still to be done. We fear then that a good many dealers will only get four-fifths of the trade this year.

Edison has invented a new kind of stove, one which sends out cold air instead of warm. If the idea works out—and, seeing that it is Edison's, it probably will—the hardware dealers will have another good selling line to handle.

1911 had its faults but it was a busy, bustling year, with lots of ginger and go. It pulled through what threatened to be a period of depression and has made it possible for 1912 to get off to a flying start. Hardwaremen would welcome many more such years as 1911.

When a Canadian manufacturing concern can increase its yearly business by over \$450,000, it is a pretty clear indication that the country is seeing a wonderful industrial development. Canada is not just "on the eve of a great expansion," as politicians glibly state; we have passed the first stages of that expansion.

Photographs are pouring into the office of Hardware and Metal for the Christmas window contest. From the present outlook and from the windows already submitted, we predict that the contest is going to prove a "hum-dinger"—to borrow a word from an American contemporary. Some very creditable displays have been entered to date.

The vocabulary of people of to-day is so restricted that new words, particularly if of slangy derivation, are seized upon with avidity and literally worked to death. A few words are at present undergoing the maltreatment of continual and varied use at the hands—or strictly speaking, the mouths—of the multitude. One of these is the useful but hitherto inexpressive word "some." We have noticed a tendency to feature it in advertisements, to speak of "some sale" and "some opportunity." We have one word of advice to offer. Avoid slang in advertisements. It is undignified and it does not attract the desired notice. People will soon come to dread that word "some" as a lingual bore.

News and Methods of Canadian Hardwaremen

Skates are Being Sold in B. C.—Methods Adopted by Dealers of Clearing out Stocks of Skates—Special Edition of Taylor's News.

NOW SELLING SKATES.

Vancouver, B.C., Dec. 26.—Vancouver hardwaremen are interested in a new department, the first in British Columbia coast cities. This is skates. There has been built in this city a large ice rink, opened for the first time a day or two ago, and consequently there is a great demand for ice skates. To meet the trade enterprising hardware men have stocked up with the various kinds of skates, and just at present, rivaling the holiday displays, are the windows full of brilliant nickel-polished ice runners.

Some dealers have had special cabinets fixed up, where all the different styles of skates may be seen at a glance, for the easterner who has lived here for a while is somewhat out of touch with makes and patterns. Martin, Finlayson & Mather, for example, have sent out a circular price list, which will be of assistance to young people choosing skates. The styles are all illustrated by well lined cuts, and the prices are below in plain figures. Short descriptions of the styles are also given, so that a person going to the store knows exactly what they want. These circulars have been distributed through the mail to most of the households in Vancouver.

This is the first Christmas in Vancouver, Victoria or New Westminster when a Christmas present of a pair of ice-skates is strictly in order. On this coast, the warm Japan current, if we have not forgotten our geography, takes away the chill of the winter, and it is rare that ice is formed on the lower levels, sufficient to allow skating. It is not unusual to have perhaps once a winter enough frost to congeal the surfaces of ponds, but this condition is but of few days' duration. On the other hand, the population, especially of Vancouver, is largely drawn from the east, and the number of ice-skaters is very large. This was demonstrated at the opening of the new rink, when the ice area was so crowded as to be almost inconvenient.

PAIR OF SKATES FREE.

Halifax, Dec. 26.—Morton & Cragg, 191 Barrington street, have adopted a plan to clear out their stock of skates. They announce the fact that they want to sell one thousand pairs of skates in one week and, in order to accomplish this truly gigantic feat, they have decided to offer a premium. Every person purchasing a pair of skates receives a coupon and on a certain date the judges

will draw one coupon. The person holding the duplicate to the number drawn will receive the price paid for the skates.

In order to improve their skate sales, the firm have employed Neddie Weaver, captain of the Crescent hockey team. The latter is well known to all hockey enthusiasts.

MAKING IMPROVEMENTS IN SOO HARDWARE STORE.

Sault Ste. Marie.—The Soo Hardware Co., which recently took over the business of Messrs. Symon & Campbell, is putting forth every effort to make the store and stock attractive. Mr. Keyes, though he got his early training with H. S. Howland, Sons & Co., Toronto, yet seems a thorough westerner. He



WM. J. KEYES,
Manager of the New Soo Hardware Company.

knows the "Soo" thoroughly and is enthusiastic about its future.

The store is now being remodelled, new shelves and show cases having already been installed. A new window, claimed to be the best in the city, has also been built. But the improvements are not finished yet for the firm intend to remodel the store completely before spring.

Mr. Keyes, the manager, states that an effort will be made to secure the best stock of builders' tools west of Toronto. A heavy line of stoves is also to be carried.

A SPECIAL EDITION.

New Liskeard, Dec. 22.—The Geo. Taylor Hardware Co., who have been using their advertising space to publish a

miniature newspaper, "Taylor's News," issued a special edition of the paper before Christmas. Copies of this paper were distributed all over Temiskaming. It contained a complete description of the Christmas stock of the firm. The fact was emphasized that "the hardware store is the place to purchase useful and substantial presents."

KRIS IN AN AUTO.

Vancouver, B. C., Dec. 22.—Hardwaremen in Vancouver are giving more attention to window dressing as a means to draw custom, and the down-town dealers have some very fine holiday displays. Those of Cunningham's, Ltd., McLachlan Bros., Abercrombie Hardware Company, the Fraser Hardware Company, W. C. Stearman, Martin, Finlayson & Mather, Kydd Bros., Brown & Hartley, McTaggard & Moscrop, J. A. Flett, Ltd., and Lewis & Sills showed taste and even elegance. Dealers are beginning to find out that as an attractive display can be made of hardware as anything else, especially in brassware. This line in a window is a better attraction than any other line of goods, and attracts more attention even than dress goods, which are supposed to hold the premier place. The Fraser Hardware Company had a particularly attractive display. Cunningham's windows are so arranged as to give more space than any other store in town, and full advantage is taken of it.

Apart from general excellence, W. C. Stearman filled up an odd window with a uniquely made-up Santa Claus in an automobile, which indicated some ingenuity on the part of the dresser. The material used was all from the store, the only additional expense being the figure, but this could be used in different styles for a number of seasons. The wheels were from borrows, the bottom of the chassis being a baking board. The part containing the engine was represented by an ash tin, the lights being dark lanterns. Washboards constituted the dashboard and another barrow wheel was used for steering. The Kris Kringle chauffeur was seated on a bread box placed in a barrow, while a piece of gas tubing led to the auto horn. A planed board was used for the step, and on this was a cash box for a tool box, while four elbows supplied the spare tire on either side. A dog chain around the wheel showed that this wet weather accessory was not forgotten. The combination was exceedingly well arranged and being up-to-date in style attracted much attention.

See pages 40 and 41 in this issue for a special announcement.

HARDWARE TRADE GOSSIP

Ontario.

Connor & Gray, hardware dealers, of Marmora, have dissolved partnership.

E. A. White, hardwareman, Bruce Mines, is around again after being laid up with blood poisoning.

C. S. Wellits, hardware merchant, of Leamington, was called to Leamington a few days ago by news of the death of his father, aged 63.

Paulin & Rutherford, Simcoe, have been awarded the contract for heating and ventilating the new Park school at Tillsonburg.

R. H. Noble, who severed his connection with Canadian Fairbanks-Morse Co. last June, has returned to this firm and will be connected with their transmission department.

William Nuhn, of the Peter Hay Knife Works, Galt, was presented this week with a handsome clock, accompanied by an address, from his fellow employes. Mr. Nuhn is shortly to be married.

Quebec.

A. E. Hanna, of the Winnipeg branch of the Steel Company of Canada, spent Christmas with friends in Montreal.

George M. Edwards, manager of Brandram-Henderson, Montreal, paid a visit to Toronto and New York this week.

The selling staff of A. Ramsay & Son, Montreal, are meeting with the president and manager of the company this week, forming plans for the spring and summer's business.

Friends of George R. Burton, formerly of the Dominion Cartridge Company, will be interested to learn that he is now carrying on business in Brisbane, Australia. His address is Selby House, Wickham Terrace.

Fire broke out last week on the roof of the Steel Company of Canada's power house, 104 St. Patrick street, Montreal. The firemen were quickly on the scene and the flames were extinguished before any serious damage had been done.

W. J. Thompson, manager of the Toronto branch of Caverhill-Learmont, and George Browne, who represents the wholesale house in the Eastern Townships, were both in Montreal this week, conferring with the officers of the company.

Western Provinces.

Leith Bros. are selling out their hardware business in Calgary.

An early closing movement has been inaugurated at Eburne, Point Grey.

Cecil Frank, hardware dealer of Manville, Alta., has sold to J. R. Barnes.

A hardware business has been started at Parkside, Sask., by Tutton & Tang.

Sanderson & Hart have succeeded the hardware firm of Latimer & Hart at Lethbridge.

The Jackson Hardware Co. have bought out the business of the Standard Hardware Co., Vancouver.

Pearl Bros. hardware hockey team won the opening game in the Regina Wholesalers Hockey League.

S. Harvey, hardwareman, of Durban, has admitted his son, K. C. Harvey, to partnership, and the firm will be known as Harvey & Son.

The Winnipeg Hardware League was opened with a game between the Miller-Morse and Merrick-Anderson teams. The Miller-Morse team won by 4-1.

J. A. Kidd, for two years manager of the McTaggart & Moscrop branch hardware store at 573 Hastings street east, Vancouver, has bought out the branch business.

Daniel Stene, driver for the Crow's Nest Hardware Co. figured in an accident between Frank, Alta., and Blairmore. He was thrown out in a collision and suffered injuries.

A fire broke out in the hardware store of Rogers Bros., Strassburg, Sask., early on Sunday morning. The blaze was checked before any other buildings had been reached. The damage is estimated at about \$10,000, which is fairly well covered by insurance.

Later particulars show that the fire at Hawarden was a very serious one. It practically destroyed the whole of the business section of the town. The fire is said to have originated in the rear of Milburn & Milburn's hardware store, where a quantity of oil was stored. The fire progressed so rapidly that nothing in the store was saved, even the books of the firm being destroyed. Mr. and Mrs. Milburn were upstairs at the time the fire started and could not get out by the stairway. Mrs. Milburn found it necessary to open a window and kick in a window in the upper storey of the Bank of Commerce building next door. Mr. Milburn went to the front window to avoid the smoke rolling into the upper rooms and had to jump in a blanket held by several men. The loss will be nearly \$50,000, Milburn & Milburn being the heaviest losers.

Maritime Provinces.

Friends of Mr. and Mrs. Ronald McAvity, St. John, N.B., called at their home, Chipman apartments, Wednesday evening and gave them a shower. The presents included a diamond necklace.

ACTIVITY RESUMED.

Cleveland, O., Dec. 28.—The Iron Trade Review to-day says:—

Owing to heavy orders passed for entry on mill books this month, practically all of the steel mills in the central west resumed operations the morning after the Christmas holiday, but in some eastern mills the men will have longer vacations. In several branches of the steel trade production in December reached the high point of the year, and, with liberal specifications received during the past 10 days, prospects are bright for a further extension in mill activities in January. This is particularly true of the sheet and tin plate industry, as arrangements are now being made to operate practically all serviceable mills of the leading interest and independents. Fresh buying especially on the part of the railroads, has fallen off slightly owing to the holiday season, but the larger companies report that daily bookings during the week have been in excess of mill capacity.

Aside from the higher prices quoted on billets and sheet bars, no further advances in prices of steel products have been made. A feature of the market is the rapid advance in the price of spot furnace coke, due largely to the curtailment in production owing to the holidays and the shortage of labor. A sale of 4,000 tons is reported at \$1.80, ovens, as compared with \$1.50, ovens, at the beginning of the month. The pig iron market is firmer and a fair amount of iron is under active negotiation.

STAFF CHANGES ANNOUNCED.

London, Ont., Dec. 22.—Lt.-Col. W. M. Gartshore, vice-president and general manager of the McClary Manufacturing Co., announces the following staff changes, to take effect January 1st.

Manager of inspectors, and audit department—W. B. Pope.

Manager of traffic and sales department—William Nobbs.

Manager of branch sales department—A. M. Smith.

Manager of the cashier and insurance department—H. L. Milligan.

Assistant cashier—W. Graham.

A. McKenzie, of Winnipeg, has been transferred from that city to London; L. Weston, of the Hamilton branch, to London, and J. Bartlett from the London branch to Winnipeg.

Verne Davis is transferred from London to Vancouver, and Frank Judd is appointed local salesman for the coming year.

See pages 40 and 41 in this issue for a special announcement.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 52.

MARKETS IN BRIEF.

Montreal.

Turpentine—Up three cents.

Linsced—Up about three cents.

Changes in cutlery prices to come into effect in January now being definitely fixed. The increase will be about five per cent.

Toronto.

Tin—Up $\frac{1}{2}$ cent.

Rosins—Stiff advance.

Linseed Oil—Firmer prices.

MONTREAL.

Dec. 29.—A little story with a moral tells of a young man who lay in the sunlight and aspired and aspired until finally he expired.

During the year all the metals have been aspiring. They are like the young man in the story, in that regard. But the likeness seems to end there, for but little likelihood exists of the metals dying either a natural or an unnatural death. Copper, many predict, will sink to something nearer its former low level. But that it will become a dead market in the near future, none dare say.

No, the whole tendency of the metal market during the past year has been upward, and the general impression is that the upward tendency will continue in tin at least.

Tin has, perhaps, been the strongest metal. When 1911 was but a few days old tin was selling in fair sized lots at about \$42.00 a cwt. Then the syndicate had control of the metal, and they had been forcing the price up. But they had not dared as much as they have since. During the last twelve months the advances have been steady. Occasionally there would come a drop, preceding or succeeding a Banca sale, but these declines were of short duration. They were heliograph signals to buy, the handlers generally seize these opportunities to replenish their stocks.

Generally the price of tin has advanced until to-day it is selling at \$47.50, or $5\frac{1}{2}$ cents a pound higher than a year ago.

All the activity in this market cannot properly be attributed to the syndicate. The consumption of tin has been on the increase—much more on the increase than has the supply. It is but natural therefore that the larger buying should bring about a larger price.

As for the future, everything seems

to point to a big business in tin next year. The tin plate mills in England and in the States have booked orders for six months ahead. They are busy now turning out the product to fill these. It all means the consumption of tin, which, of course, means heavy buying and the likelihood of an even higher market.

Spelter, like tin, has advanced, though of late it has shown a downward tendency. Now it is generally being sold by the handlers at \$7.25 a cwt., or $7\frac{1}{4}$ cents a pound. Last year at this time it was bringing $6\frac{3}{4}$ cents. A month or more ago the price was a full cent higher. Curtailing of the supply has brought about the rise in the price of spelter—that and the large European consumption.

Lead has shown a tendency to rise rather rapidly, and to decline nearly as rapidly. But the declines have generally been short lived. Lead, indeed, has been a strong metal. Now it is quoted at a good price, and further advances may not occur, but a decline of any permanency is not looked for. The metal at present brings \$4.85, while last year at this time \$4.10 a cwt. was being accepted. A clear jump then of 75 cents a cwt has been made.

Copper has given the market the surprise of the year. Copper, which has been the quiet member of the metal family of late, has started to cut up all kinds of didoes. There is no telling what it won't do, though the general impression is that its exuberance is about spent. It would seem that this quieting should occur, for now copper is selling at \$14.50, whereas about a year ago it was readily bought in fair sized quantities at \$12.80.

Heavy buying has been largely responsible for the rise, and it is thought the same heavy buying will bring about the decline—a decline not to the \$12.80 level, but to something considerably below \$14.50. Some men became convinced that copper would advance, or else that the time had come when they could make something out of it. They bought largely. This caused a slight scarcity and much comment. Others, fearing a serious diminution of the supply, started to buy also. Presto! The scarcity actually occurred, and the prices rose rapidly. But the users now have good supplies. They will not need to buy any more for months, and the resulting inactivity is expected to bring about a lower price level.

TORONTO.

Toronto, Dec. 28.—The metal situation has shown a steady improvement

during the year, culminating in a very satisfactory condition at this time. This improvement has been effected in the face of depressing conditions on the other side of the line. Prospects for the future are now deemed of the brightest.

The year 1911 has probably seen a larger turnover in metals than ever before. This does not imply, however, that it has been a record year. Although prices have stiffened, they are not even now on a high level, except in a few cases. The increase in the volume of business is due primarily to the industrial development of the country. There has been more railway, bridge and industrial structural work done this year in Canada than ever before perhaps, and this has meant a larger consumption of steel. The same applies to all metals. There has been a heavy consumption of tin and copper has also been in better demand during the past two months. Spelter and lead have sold in big bulk. Taking it all around the year has been eminently satisfactory, as concrete evidence of which the jobbers are able to show pretty substantial increases over last year.

There is not much business being done at the present time, and the only development of the week is an increase of $\frac{1}{2}$ cent in tin, making the price 48 cents.

The control of the tin market by a London syndicate is not a development of the past year. The ring have kept control without a break the whole year, and have done pretty much as they liked. One effect has been the maintenance of a high price. There have been occasional breaks in price, but they have been of an entirely temporary nature and the recovery has invariably been rapid and thorough. Twice during the year tin has approached the 50-cent mark, and it is hovering closely around that point now. It has never once fallen very low.

Copper.—One of the most satisfactory features of the year has been the improvement in copper. Up to November, little interest was shown in this metal. The market appears to be dominated by an undercurrent of chronic pessimism and neither buyers nor sellers seemed to place much confidence. A change was effected in November when a distinctly better tone was brought about, largely by the improvement in the foreign demand. The price of copper has remained steady all year with the exception of the advances made during the past six weeks.

Lead and spelter have provided considerable excitement during the latter half of the year. Spelter was in active demand all through the summer, but lead was dull until the early fall when an immediate improvement was noted in both metals.

HARDWARE MARKETS

MONTREAL.

Montreal, Dec. 28.—Hardwaremen are now seeing the last of an old friend, the year 1911. It has been a good year — better than the ones that have preceded. Its departure, therefore, would be looked upon with much sadness were it not for the fact that everything seems to indicate that the year which is about to commence will be full of prosperity to the very brim—fuller even than was the good year 1911.

At this time it is fitting to look back to see what the old year has brought. This is worth while, for it enables all to enter the new year with a proper spirit of gladness. It also enables conclusions to be drawn regarding the future.

In almost every respect the year 1911 has been prosperous. In the early months a quietness was experienced which rather tended to alarm the dealers. Seemingly there was a spirit of depression. In the west the crop had not been as good as had been hoped, and people seemed loath to buy.

But with the spring there came a change. Business picked up, became brisk, then brisker. All through the summer there was a good activity. Sporting goods sold well. So, also, did builders' hardware. But there was hardly a line which did not move onto the shelves and off from the shelves in a thoroughly satisfactory manner.

October was one of the best months ever experienced. Both jobbers and retailers were rushed. The jobbers then sold a large number of skates and sleds. These have been proving rather a burden upon the retailer of late, for the remarkably mild weather has had a bad effect upon the demand. Still the spring-like mildness cannot continue long. Change must come, and with the change will certainly come activity in skates and the other winter goods. Perhaps this activity will not quite make up for the sales lost owing to the mild weather, but it will enable the dealer to clear out his stock so that it will not be necessary to carry much over.

Christmas goods have been great sellers this year. "We never did so much business in this line before," remarked a jobber. And the retailers echo this statement. Cutlery, plated ware, nickelware, brass goods and the novelties have sold as they were hardly expected to sell. More stores handle these goods than in former years, and apparently every store that did handle them did so to advantage. It has been a fine Christmas season—a season which

brought such heavy sales that the coming stocktaking will not likely show a great surplus on any shelves.

Builders' hardware, too, has proved a fine line for all. There has been great activity in these goods. All summer long the contractors were placing their orders. Even yet, owing to the mild weather, operations are still being carried on, and bolts, hinges, nails, cement and other lines are in good demand.

On the whole there have been few changes in price during the twelve months. In the summer screws dropped about 15 per cent., and have since remained steady. Later iron pipe showed a downward tendency, and only a month ago dropped once more, this time about 15 per cent. Copper rivets, too, were lowered in price during the summer, the cause of this, as of the other decreases, being given as American competition. The new level in copper was not serious, the reduction being in the neighborhood of five per cent.

Few increases have been noted. Wire has fluctuated, but the rises have been counteracted for the most part by subsequent declines. Brooms, carried by some dealers, advanced a dollar a dozen two months ago. Cutlery is being placed on a higher level. Otherwise there have been practically no changes, indeed the general price tendency has been toward lower levels. The one notable advance—that of cutlery—was to be expected, since there has been no increase here for many years. The English factories are having to give higher prices for labor, so the advance in the amount charged for the product comes as a natural result.

Owing to cessation of operations, caused by the intensely hot weather of the summer, there has been a scarcity of some goods, notably bolts, piping and nails. Heavy demand, of course, is also accountable for part of the shortage which was felt. Some inconvenience resulted from this starved condition of the market, but the dealers will not likely be called upon to face such a condition next year. The manufacturers are taking every step to produce so much during the winter that they will have a good reserve stock on hand, with which to meet the spring, summer and fall demand.

TORONTO.

Toronto, December 28.—It is agreed on all hands that the past year has been a good one from the hardware standpoint. Authorities differ somewhat, however, in their summing up of conditions and results.

"We have had a good year," said one man. "Business has been active, but I

do not think it has been very largely in excess of last year. Of course we cannot speak yet with any accuracy as to the final results. Some seasons have been slow and that will doubtless tell."

Others are more inclined toward enthusiasm. "We have had an increase over last year every month," said one man. "Although we have not made up any yearly totals yet, I am convinced that it has been one of the best, if not the very best, on record."

It is quite certain that the hardware trade has seen a prosperous and active year. In some respects, it has been more prosperous and active than other years; but not in all departments. The volume of business done during the year would doubtless have broken all records had not several seasons shown a falling off. Business dragged a little during the spring. The summer and fall months were exceptionally good, but the open weather since has caused a loss in business, which may be made up as soon as the weather changes, but which in the meantime has rather pulled down the sales records for 1911.

This is felt to some extent in such goods as sleighbells, blankets, and weather strips. Although early business in these lines was good, the weather has been so mild that the retailers have not been selling as briskly as usual, and the wholesalers have not been receiving as many repeat orders.

A bright feature of the later demand has been the sale of Christmas goods. "We have sold a great amount of goods for the holiday trade," said one jobber. "The trade has been better, I believe, than ever before. Certainly it has been better in the matter of quality. We sold a great amount of cut glass, brass good, high-class cutlery and silverware this year. Another point is that we have had many new orders, showing that retailers are going more into the holiday trade." The open weather hurt the Christmas business to some extent, but not as seriously as might have been expected."

The year has been unusually active as regards builders' hardware. This was inevitable in view of the great advance in building operations throughout the country. Jobbers state that the sales in this department are probably in excess of all past records.

Business has been active and well sustained all through the year in heavy hardware. Some little difficulty was experienced during the busiest seasons in getting supplies of nails, bolts and kindred lines, but at no time did any serious shortage threaten. The Canadian factories have been so busy all year that they have experienced difficulty in meeting the demand.

Watch For New Cover Next Week

ON the morning of January 6th, the Canadian Hardware Trade will be introduced to **HARDWARE AND METAL** in its new dress.

The distinctive salmon colored cover which has become familiar to hardware dealers all over Canada during the past twenty-three years, appears for the last time with this issue.

In its place there will be a cover of heavy white coated paper, which will display type matter and cuts to the very best advantage. It will give to **HARDWARE AND METAL** a bright and attractive appearance, in keeping with the contents of the paper.

There will also be a change in the form of the front cover. Instead of being divided into three advertisements, as heretofore, it will contain only one advertisement, printed in colors.

Readers may confidently look for something new on the front cover every week. In selling this space to advertisers, we have not permitted any firm to secure it for any two consecutive issues. No firm will occupy the front cover more than four times during the whole year.

The manufacturers who have contracted for **HARDWARE AND METAL**'s front covers will use this space for the purpose of making most important announcements to the trade concerning new goods or new selling policies. To the element of novelty, will therefore be added the element of vital interest, which will ensure for these announcements the thoughtful attention of hardware dealers in all the Provinces of the Dominion.

It is interesting to note that the first front cover of the series will be occupied by a firm who have been continuous advertisers in **HARDWARE AND METAL** for more than twenty years.

We Still Have Some For Sale

THE demand for HARDWARE AND METAL'S front covers during 1912 has been surprisingly heavy. Announcement of the contemplated change was not made to our advertisers until two weeks ago, but, already, the majority of the dates for 1912 have been taken. Several firms, who delayed too long in sending in their orders for covers, could not be accommodated at all in first half of the year.

The rapidity with which these covers were snapped up demonstrates clearly the value which experienced advertisers place upon HARDWARE AND METAL as a means of reaching the Canadian hardware trade.

One large manufacturer, who had been fortunate in securing more than one date at particularly good seasons, was most enthusiastic over the proposition. "There is not a live hardwareman in Canada who will not see those advertisements," he exclaimed "In fact, he cannot help seeing them and being impressed by them, for they will literally force themselves upon his attention."

Front cover space in HARDWARE AND METAL is thus of almost inestimable value to every firm who are selling or desire to sell their products through the Canadian hardware trade. However, a definite price has been set upon the space, and it will be quoted to any advertiser who enquires for information.

We still have some valuable dates open in July, August, October, November and December. There are not very many of them, and manufacturers selling Fall, Christmas or Spring goods should apply immediately for the dates which will best suit them. The covers will be reserved for the firms who first apply for them.

Write immediately for terms and list of open dates. Address
HARDWARE AND METAL
143-149 UNIVERSITY AVENUE, TORONTO, CANADA



By "Mack."

The period between Christmas and New Year's offers to the average hardware dealer the opportunity of in a measure recuperating from his extra efforts of preparation and execution of plans for the holiday selling that ended in the final surge of shoppers through the stores and streets on the Saturday before the holiday. The unseasonable weather of the past few weeks caused the sales of a few lines of winter hardware to decline below the level of other seasons, but even with this handicap, the volume of business seemed to attain very near to the expected proportion. The closing hour on a Saturday night prior to Christmas signifies as a rule the passage into the store's history of the year's business, and the modern merchant is unconcerned with the yearly record except as material to be used in future management of the inevitable problems inseparable to the conduct of affairs as they appear on the commercial horizon. How these difficult situations were controlled last year should be of value as furnishing precedents for founding the judgment needed to cope with unforeseen developments of an active business. Although a brisk business of this season of the year is the most active and agreeable mental stimulant that urges the brain to outline hopeful and ambitious methods for further expansion, much encouragement is contained in the knowledge of an average business equal to former years. The resolve to eclipse our former records of sales and efficiency in the transaction of business, goes far in producing a realization of the desire to excel and if with this attitude is united the expectation of success there is set in motion a force which will clear many an obstacle from the path of endeavor, and consequently less to obstruct the progress of the business man during the year. The expectant tendency of mind which is exhibited by the younger members of the community towards the coming of St. Nicholas is to a certain extent reflected in mercantile life. The merchants, however, are not as certain of getting a satisfactory present in the

form of enlarged receipts from the public when the demand is good.

It sometimes happens that conditions over which he has no control render profitable trade impossible, and goods which should have gone into other channels as he had planned, are carried over into the next season. On the other hand the boys and girls are not to be disappointed, and their glee and good spirits are maintained when old Santa Claus dispenses his gifts amongst them. The practice of recognizing the greatest humanizing and civilizing event of the calendar by an exchange of gifts and kind wishes is incorporated into our business life as well as our home and social existence. Although for several years efforts have been put forth to discourage customers from the old habits established when conditions in the business world were on a more relaxed and sociable scale than at the present time. A few years ago the man whose patronage during the year was of slight importance, always made his appearance during the busiest time, and requested a present, usually formulating his desire by asking us, "What are you going to give for Christmas?" He may have gone his rounds this season for anything I know to the contrary.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

Henry Disston & Sons, Inc., Philadelphia, Pa., have issued a unique and attractive booklet advertising their cross-cut saws. On the outside cover is a forest scene with a Disston cross-cut saw in the foreground standing in front of a tremendous log, through which a clean cut has been made.

The booklet contains a great amount of valuable information with reference to the manufacture and the use of the cross-cut saw, together with a full description of the numerous Disston saws. The whole number is fully illustrated and constitutes a handy text book on the subject of saws.

OFFERING A DISCOUNT.

Saskatoon, Dec. 26.—The Saskatoon Hardware Co. are offering a discount of 25 per cent. on their skate stock. Owing to the mild weather which has prevailed, they have on hand a heavy stock of skates and are anxious to clear them out in order to make room for spring goods.

The discount is being offered for 15 days only.

A LIVE SANTA CLAUS.

Moose Jaw, Dec. 22.—A real live Santa Claus was shown in the south window of Latham's hardware store from 7 to 9 o'clock in the evenings. One of the staff dressed up for the part and drew quite a crowd to the store.

A TRIPLE MERGER.

A despatch from Brockville makes the following statements:—An important business deal has just been closed whereby, on January 1, the James Smart Manufacturing Co., the chief manufacturing concern in Brockville, will be amalgamated with the Billings, Spencer Co. of Hartford, Conn., and Welland, and the Canada Forge Co., also of Welland. The first mentioned are makers of general hardware and the latter two drop forges. The president of the James Smart Co., John M. Gill, is retiring, and J. Gill Gardner, of Welland, will be general manager of the amalgamated plants, with residence here.

MARTIN-SENOUR CONVENTION.

The annual convention of sales representatives and branch managers of The Martin-Senour Company, was held at Montreal, on December 18, 19 and 20.

The meeting was one of the most successful ever held. The spirit of enthusiasm among the representatives of the company was never so much in evidence, and all were enthusiastic over the success they have met with during the past year and the prospects for increased business during the year to come.

A new school to cost \$25,000 is contemplated at Durham, Ont.

Plans are being prepared for a winter fair building at Brandon to cost \$80,000.

A city hall building is to be erected at Chilliwack, B.C., at a cost of \$21,000.

THE MANAGEMENT OF A RETAIL BUSINESS.

Concluded from page 32.

permissible a decade or so ago. The extension of credit, too, is being measured more by rule and material fact, and less by sentiment or personal favor, and the merchant who measures up best in the eyes of his banker and other creditors, is the one who knows, by rigorous and painstaking examination, just how his business stands, and can present, for their consideration, an exact and well arranged statement of affairs, at the close of each business year.

The Western Hardware Market Situation

Trade is Now Quiet—Congestion at Winnipeg Terminals Has Been Relieved—A Splendid Demand Still Felt for Steel Ranges and Shipments From East Are Larger.

Winnipeg, December 23.—With Xmas at hand, trade in the wholesale hardware market has been rather quiet as very few Xmas lines are carried in this business, and at this season of the year retailers are too busy to submit orders except sorting orders for lines that they happen to run out of. Added to this, travellers have all returned, and many have left for eastern parts to spend Xmas in their own homes. They will not be seen again on the road till after the new year. In the meantime wholesale houses are busy preparing for shipment what orders they have received for January shipments, and are sending out the usual Xmas boxes. Firms, as stated before, are entirely satisfied with the season's trade, and as a result managers are receiving travellers with more enthusiasm than usual.

The congestion of cars in the Winnipeg terminals has been considerably relieved, and as all railroads are endeavoring to straighten out matters it is expected that traffic will be on its normal basis within another week. Reports from wholesalers indicate that conditions are far ahead of what they were last week, and that they are able to get in and ship out cars in reasonable time. It is hoped, however, that traffic will be normal by next week.

A feature of the market this week was an advance in the price of blue stone. Blue stone has been stiffening up steadily for the last three months, the total advance being equal to 1c a lb. No steady prices could be secured on this line, and consequently none are quoted. The advance is in sympathy with copper, which, owing to the very heavy demand for sheets and small supplies, the market has been very strong during the last few months.

The demand for sporting goods, such as hockey sticks, skates, pucks, sweaters, etc., in the cities, has been holding steady and very satisfactory. Owing to the mild weather, however, many people in the country have refrained from buying this year, and as a result the volume of trade transacted when compared with last year does not show any great increase.

Stoves.—Reports from several of the large houses dealing almost entirely in stoves and ranges indicate that supplies of steel ranges have increased considerably during the week, as shipments from the factories in the east have been more frequent than heretofore. For the last six weeks the demand in the west for this line has been strong, but there have been none to offer and, in fact, one house

claimed that they had received more last week than they had received in the six weeks preceding. As the demand is very good for this line, however, it is expected that these will be shipped west without delay. In general lines there is no change whatever in price, and quotations will be noted to be the same as last week.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Augur Bits.—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts.—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks.—Steel, 50 per cent; wood, 60 per cent.

Cut Nails.—\$3.15 per keg base.

Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c, to 20 inch gage 29c.

Crowbars.—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Cleverages.—7½c. per lb.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files.—American, 75; Black Diamond, 60; Nicholson's 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24, \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe.—¾ in., \$3.25; ½ in., \$4.05; ¼ in., \$5.00; 1 in., \$7.20; 1½ in., \$9.80; 1½ in., \$11.80; 2 in., \$15.30.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones.—Per 100 lbs., \$1.65.

Horseshoes.—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel

No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails.—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6 \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools.—50, 5 and 5 p.c.

Hinges.—Light T and strap, 65 p.c.

Hooks.—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers.—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black.—¾ in., \$3.15; ½ in., \$2.30; ¼ in., \$2.35; ½ in., \$3.15; ¾ in., \$3.80; 1 in., \$5.45; 1½ in., \$7.45; 2 in., \$8.95; 2½ in., \$11.55; 3 in., \$18.40; 4 in., \$24.15; 5 in., \$32.25; 6 in., \$36.75; 8 in., \$42.50; 10 in., \$47.50; 12 in., \$61.50; 14 in., \$95.50; 16 in., \$118.

Logging Chain.—½ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns.—Cold blast, per dozen, \$7 coppered, \$9; dash, \$9.

Poultry Netting.—57½ per cent.

Pig Lead.—\$4.75. Lead Pipe—\$5.75.

Lead Waste.—\$6.75.

Rivets and Burrs.—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope.—Sisal, 8c; pure manila, 10½c; British manila, 8½c; lath yarn, 3c.

Sheet Zinc.—Casks, \$8.75; broken lots, \$9.25.

Steel Squares.—40 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder.—Half and half, \$28 per cwt.

Screws.—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate.—I.C., \$9.75; I.X., \$11.75.

Tin Plate.—I. C., charcoal, 20 x 28, full box, \$10.25; ½ box, \$5.50; I.X., full box, \$14.25; ½ box, \$7.50; 20 x 39, I.C., full box, \$13.50; ½ box, \$8; I.X., full box, \$15.50; ½ box, \$9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Prices on wire barbed and annealed and plain are all open and prices cannot be quoted. All wholesalers are open to receive enquiries on wire and it is doubtful if there is much of a contrast in prices.

Paint and Oils.

Paints and Oils.—There is no change in the paint and oil situation this week and prices are holding steady at last week's quotations, namely, \$1.05 for raw and \$1.08 for boiled. Turpentine is holding steady and is quoted at 85c per gal. in bbls. and 95c in small lots.

Stoves, Furnaces and Cooking Accessories

Stove Sales are Found Profitable at this Time

Methods Followed by Progressive Dealers of Winding Up the Active Stove Season—Victoria Firm Meet With Success—Sample Stoves Sold by F. E. Hendershot.

A plan often followed by enterprising stove dealers is to wind up the fall and early winter season with a clearance sale.

There are several reasons for doing this. The first is that such sales always result in creating a certain demand for stoves at a time when people are beginning to lose interest to a great extent in the question of new heating apparatus. The second is that the stock can be reduced to nominal proportions. No dealer cares to carry a large stock over the winter. It takes up too much room and does not entail a very large or a very rapid turnover. Enough stoves to show each line carried in stock is sufficient. If the end of December rolls around and an unwieldy stock is still carried, there is one remedy. Hold a clearance sale.

The Proper Time.

The proper time for the holding of such a sale depends to some extent on weather conditions and the size of the stock. Some dealers start to sell off their stoves about the first week in December and keep it up right through the month. This policy has one distinct advantage. Quite a number of stoves will be sold for the Christmas trade. Other dealers wait until the first of the year or until after taking stock.

It is not, in a majority of cases, necessary or advisable to wait until after stock-taking. The dealer knows, almost without counting, what stoves he has on hand. No advantage is gained, therefore, by waiting until the inventory has been completed. There is, on the other hand, a disadvantage, inasmuch as the holding of a stove sale would interfere to some

extent with the other sales which usually follow stock-taking.

Well Conducted Sale.

A well conducted clearance sale was that held this year by the Shore Hardware Co., Victoria, B.C. Starting on December 15, the firm offered a ten per cent. discount on all ranges. As will be seen from the accompanying illustration, this offer was made for two reasons, to reduce the stock and to popularize the make of range carried by the firm.

SALE

OF ODDS AND ENDS OF SAMPLE STOVES

Beginning Thurs., 14th, Ending Sat. Dec. 30

The rush of the Stove Season is over—we need the room and we need the money—two very good reasons for SLAUGHTERING PRICES to clear out our show rooms at this season.

NO RESERVE! TERMS CASH!

WE WILL TAKE YOUR OLD STOVE IN TRADE

- | | |
|---|----------------|
| 1 only Happy Thought, large size, fitted for wood, complete with Reservoir, high nickel warming closet, latest steel base, our regular price \$50. | \$49.00 |
| 1 only Happy Thought, medium size, with Reservoir, tea shelf, steel base, full nickel finish, regular \$40, cut price sale. | 37.00 |
| 1 only Happy Thought, same as above but with steel high shelf, regular price \$40, cut price sale. | 39.75 |
| 1 only Mount Steel Range, fitted with compact reservoir, latest high nickel, patented Crawford steel fire box lining, for wood or coal, regular price \$40, cut price sale. | 41.00 |
| 1 only Treasure Range, tea shelf, copper reservoir, full nickel finish, one of the most dependable stoves, regular \$32, cut price sale. | 28.75 |
| 1 only Happy Thought Steel Range, large size, high warming closet, reservoir, sold all over Ontario at \$40, our own price this season was \$30. (Cut price sale only one left) | 47.80 |
| 1 only Happy Thought Steel Range, same as above, but with high nickel shelf instead of warming closet, reg. \$40, cut price sale. | 45.90 |
| 1 only Colonial Prize Range, with reservoir, top-off nickel trimmings, tea shelf, a guaranteed baker, regular price \$30, cut price sale. | 27.50 |
| 2 only Italian Wonder Heaters, the best heater in the world bar none, a real double heater, a real base burner, regular price \$40, cut price sale (only 2 of them) each. | 36.90 |
| 1 only Royal Oak Heater, with detachable feeder, works perfectly on coal, elaborately nickel trimmed, regular price \$18.00, cut price sale. | 15.50 |
| 1 only Winner Hot Water Heater, for coal or wood, nice front and beautiful nickel trimmings, reg. price \$15, cut price sale. | 12.90 |
| 1 only Hot Heater, with detachable feeder, large front door, wood or coal, regular price \$16, cut price sale. | 13.50 |
| 1 only Carbon Heater, large size, a heavy hot blast stove of high merit, our regular price \$15.00, cut price sale. | 11.00 |
| 1 only Carbon Heater, same as above, but a size smaller, regular price \$10.00, cut price sale. | 9.75 |
| 3 only Special Oak Heaters, the size we have sold most of this year, wood or coal, regular price \$9.00, cut price sale. | 7.90 |
| 1 only Special Oak Heater, a smaller size, regular \$7.00, cut price sale. | 6.10 |
| 1 only Buck's Prize Heater, with oven, regular price \$28.00, cut price sale. | 29.80 |
| 1 only Crown Treasure, a high grade base burner and double heater regular \$30.00, cut price sale. | 27.50 |

If any of the above Stoves suit you come in, or write, or 'phone AT ONCE, because, as you will notice, there is only one each in most lines. Every stove carries our USUAL GUARANTEE and that of the maker.

F. E. HENDERSHOT, Mount Forest

Plan Adopted by F. E. Hendershot to Clear Out Odds and Ends of Stock.

The offer was held open until the end of the month and it brought a surprisingly large demand.

Clearing Out Stock.

About the same period was selected by F. E. Hendershot, of Mount Forest, Ontario, for his stove clearing sale. Mr. Hendershot had a large number of odds and ends of sample stoves on his hands. There were twenty-one in all, and in most cases only one of each kind. Mr. Hendershot was anxious to get them cleared out, for two of the best reasons in the world; he needed the room and he needed the money. Accordingly, he

10 Per Cent Discount On Canada's Best Ranges

Having recently received a carload of Moffat's Famous Ranges, i.e., the

"Canada" and the "Nelson"

We offer the above inducement for two reasons: first, to reduce stock (they take up a lot of space), and secondly, to popularize in Victoria the finest Ranges on the market. We have secured the sole agency for this city.

At the regular prices they defy competition, with this offer closing positively Dec. 31st, they will be quickly cleared.

The "Canada" Range presents a most prepossessing appearance, plenty of nicked parts though not gaudily trimmed. The absence of dead spaces or corners to collect dust is a noteworthy feature. It has a bevel plate mirror in warming closet-door and a patent removable grate support, extra roomy ovens, and many special points requiring to be seen to be appreciated.



PRICES:
Canada, \$58.00 up
Nelson, \$33.50 up

Above prices less 10 per cent to Dec. 31st. Our salesclerks will be pleased to explain the merits of above Ranges.

Shore Hardware Co., Ltd.

Corner Johnson and Government Sts.

Advertisement Used by Victoria Firm to Announce Winding up Sale.

started in to sell at reduced prices on December 14 and kept it up until the end of the month. We have reason to believe that, at time of writing, he has practically sold out the goods thus placed on the market.

One provision—a wise one—was made in connection with this sale. All transactions were made on a cash basis. By adhering to this rule, the sale was made profitable, for a cash sale on a discount basis is, at some seasons of the year at least, as good as a sale at the regular price, on the time plan.

One-Fifth of Stove Trade Yet to be Done

Dealer Who Has Sold 450 Heaters and Ranges This Season Declares the Business is Not Over for the Winter Yet—Advocates Getting Cash, Even if a Smaller Profit Must be Accepted to Receive This.

According to a dealer who has sold 450 stoves this season, one fifth of the trade still remains to be done.

If this is correct—and this man makes the statement as the result of several years experience—it is evident that there is still a volume of business which is well worth working for. How the campaign may be conducted devolves upon each individual hardware man. It is for him to say whether he will advertise extensively in the papers, or if he will send personal letters to people whom he knows are thinking of buying.

Fight for Cash.

The bid for trade will certainly be carried on in a variety of ways, but one thing is certain—that is that the dealer should struggle to get cash, or at worst to get a large percentage of the value of the stove in cash.

Robert Mulhall who operates three hardware stores in Ottawa, is a firm believer in the possibility of getting ready money for both heaters and ranges.

"I make it a point to get cash," he stated to a representative of Hardware and Metal who recently visited the capital. "We have had some trouble, but now people are coming to realize that they must pay money down if they buy here; and we try to give such a good price that they will be willing to accept these terms."

Only 20 Per Cent. Get Credit.

Mr. Mulhall states that he only gives credit when he knows his customers personally, and then he demands one half the value of the stove in cash. "Fully eighty per cent. of my business is cash," he declared. "I think that is the way to carry on trade. I know it is the only way which gives satisfaction here."

This policy might advantageously be adopted by all stove dealers. Few retail men are likely to have sold out their stock of stoves by the end of the active selling season. No matter how good business has been, there are certain to be quite a number of stoves still in the store. What is more, the bulk of them will remain on hand right through the winter, unless some out-of-the-ordinary plan is adopted of disposing of them. The clearance sale is the most feasible method yet devised of reducing the stock at this time of year.

Guard Against Low Stock.

R. Hawkins, of Smith Falls, is another merchant who makes an effort to secure cash. He too has sold stoves rapidly this year, so rapidly that his stock was low on several occasions. "I adopted the policy of buying four stoves ahead," said Mr. Hawkins. "This I found, with the stock I laid in at the start of the season, kept me well supplied for the most part. It prevented great harm resulting from the slowness in shipment, yet I believe I lost one sale from having a low stock."

This is a plan worth considering. Four stoves ahead of course would not be enough for some dealers. For others it would be just right. Any way the idea of ordering before the sales are in sight is a good plan. That enables sales to be made.

INVENTS "COLD STOVE."

Edison has emerged with a new invention, a "cold stove," which will radiate cold air waves in the same way that a stove throws out heat. He has been working for some time on the problem of relieving the discomfort felt during excessively hot weather, and this stove is the result of the "wizard's" investigations. One finger pressure on a button will start the apparatus at work, and at once iced air will pour into the room in such manner that it will be quickly diffused, lowering the temperature rapidly to almost any point desired, without creating any noticeable draft. The cold stove, unlike the coal stove, is portable, and may be brought from room to room.

Mr. Edison, it is stated, is convinced of the practical value of his new invention. During the hottest days, as he

claims, people will be able to keep their homes as cool as on a May morning. Moreover, ventilation and fresh air—what might be called chemically pure air—may be obtained without windows being opened to admit the dust and noises of the street.

The idea is a sensible one and—who knows?—the time may not be far off when all houses will be equipped with stoves to relieve heat in summer as well as to create warmth in winter.

CLEARING SALE CONTINUES.

Wetaskiwin, Alta., Dec. 26.—The Wetaskiwin Hardware Co. are still carrying on their removal sale and will continue well into the new year. They expect to move into their new building soon and are endeavoring to clear out their old stock in the meantime.

A half page advertisement is being used to advertise the sale. Stoves are being featured strongly.

LESSONS FROM THE HOLIDAY TRADE.

In one way it is fortunate that the Christmas rush comes so close to the first of the year, as a merchant has an opportunity to size up the weaknesses of his cash and bookkeeping system in time to make a change at the first of the year.

A system that won't stand up under the Christmas rush is no use to the merchant, and right now is a splendid time to figure whether you got all the money that came into your store, not only during the Christmas trade, but all through the year.

You are now making up your inventories, and you will soon see whether you have a profit or whether the balance is on the wrong side of the ledger.

There is no better time than now to consider the advantages of a cash register system as a perfect automatic check on all transactions where money is involved in your business.

You know that losses come through carelessness, though your clerks are not always to blame for this. If you possessed a machine, which would be no trouble for them to use, and which would make a record of everything they do with your money, you will find that you will get every cent of profit that your business has earned for you.

The cash register business has developed to such an extent that there is now a machine for every kind of store. There are registers which will take care of the totals of each clerk or of separate departments, referring to cash sales, money received on account, money paid out and credit sales.

STOVE AND HEATING MARKETS

MONTREAL.

Montreal, Dec. 28.—In the past twelve months there have been bad weeks. There have been troubles and anxieties. There have been days when the manufacturers and the managers hardly knew where to turn, and days when the retailers cried out for the stoves which were not to be had. But these times are now forgotten. All that those interested in the stove business remember at present is that the season has been successful.

"It has been a record year," remarked the manager of one concern. "The increase in business has been remarkable. Our earnings have grown and indications are that the good conditions will continue next year."

Truly this is a cheering retrospect and prospect.

Stoves have been in demand. It seemed at one time that there would be a famine, but though orders were away behind during October the manufacturers managed to get the stoves to their customers in fair time. They would have been able to avoid much of the delay which did occur had the cartage facilities been better.

The retailers have had no trouble selling their stoves. They had to show what they were able to supply—explain the need—then the demand came. It seems, moreover, that the purchasers have not been frightened off by a good price. Generally the experience of dealers has been that people of the city and country alike are willing to pay a good sum for an article which will give them good service. There are those, of course, who call for second-hand stoves. But these lend assistance to the careful dealer. They have enabled him to sell at a profit the stoves which he has taken as part payment on new models.

Generally, this year, there has been a strong effort made by the retailers to get cash for their stoves. In the majority of cases this has succeeded well. It cannot be said that all the buyers have paid down hard cash, but many have done this, and few, indeed, have been allowed to take away a range without giving at least half its value in good coin of the realm, and a note for payment of the balance.

The sale of heaters has been somewhat delayed by the temperate weather. A number of these are still to be bought, it is thought.

Apart from business in this line, the stove market will be quiet for a month or two. But the manufacturers will not be idle. They expect a busier year in 1912 than they had in 1911, and they have determined to run full blast the winter through.

For furnaces the demand has been good. In Montreal it is evident that the water system is in great favor. Some of the hot air furnaces are selling, too, but they do not appear to be as well known as the water and steam systems.

For kitchen utensils the demand has been good the year through. Large orders have come from the west, and from the lower provinces, too, the demand has been heavy. The last weeks of navigation the manufacturers of these goods were shipping on every boat, and since the lakes and rivers closed up the shipping has not entirely ceased.

Collections, which were rather hard in the fall, have eased up a good deal of late. The Christmas shopping has given the retailers the ready cash, and they are remitting to the manufacturer.

"The day after Christmas," said the salesmanager of one concern, "two men came in here to settle their account. Both paid down something over \$500, stating that they wanted to clear up the account before the new year."

That is a satisfactory condition. There are not many, of course, who make a point of settling like this, but generally the accounts are being settled. The retailers have had a good stove year. They have got their money, or a large part of their money, and they are able to let the manufacturer have his.

TORONTO.

Toronto, Dec. 23.—The year 1911, will go down as the best stove year ever experienced in Canada. The writer approached the heads of a number of prominent stove manufacturing firms, and received assurances from all that business had been better than ever before. Not a dissentient note was voiced.

One firm report a net increase in business of nearly half a million dollars over last year, which in its turn had established what had seemed an enormous lead over the year before that. Other firms state that they have sold more stoves than in any previous year and that their net sales have increased accordingly. The fact that this enormous increase in business has been met without any real shortage developing speaks well for the energy of the stove manufacturers in increasing their facilities to meet the growth of the market.

A satisfactory feature has been the even distribution of this growth over all parts of the country. Although the West has bulked largely in the advance, increases in business are reported from all sections of the country. Increases in business are reported from the figures for the year that the Cana-

dian stove is gradually excluding opposition. It is quite apparent that Canadian manufacturers are gaining in the West and gradually stemming the tide of cheap American-made stoves.

The prospects for the future are bright. It is not doubted for a moment that 1912 will outstrip the present year just as completely as 1911 has gone in advance of all previous twelve months. Although it is impossible to voice any definite opinions as yet, the chances do not favor any change in stove prices either one way or the other. Certainly there will be no reduction. The cost of certain metals has advanced materially during the year and labor is higher. Still, it does not seem very likely that the manufacturers will make any price advances.

The range trade has increased more than any other branch. From the West particularly there has come an extremely large demand for ranges. A noteworthy feature has been the development in the demand for gas ranges. This branch of the stove industry has been materially accelerated during the year.

Base burners have also sold in substantially larger bulk than before. Of late years there has been a tendency on the part of base burner sales to slump a little from previous records. The present year reversed that state of affairs and there was a good increase. The smaller sizes of base burners have been particularly in demand.

The furnace trade has proven a matter of deep concern to the manufacturers this year. The demand has been so heavy and so insistent that it has kept sales managers at their wits' ends to keep customers supplied. Accurate figures are not yet obtainable but it is quite apparent that the increase in furnace business has been very considerable. During October and November, the manufacturers were booked so far ahead that a serious shortage appeared imminent. This was averted largely by the open weather which prevailed during the early winter. Building operations were not closed up with the customary rush and the furnace men had longer time to complete their contracts. This eased the demand for immediate shipment and enabled the manufacturers to gradually catch up. At the present moment practically all old orders have been filled.

The travelers of the McClary Manufacturing Co. had a game of carpetball at the McClary Welfare League headquarters.

It is reported that the Alexander Hardware Co., of Hamilton, are intending to devote themselves to their retail business.

Methods of Retailing Paints and Varnishes

Colors Ground in Oil to Advance

The Dealers Who Have Been Looking for a Lower Price in Paint Are Likely to be Unpleasantly Surprised — Colors, it is Practically Sure, Will be Put Upon Higher Level — Mixed Paints Will Remain Steady—Manufacturers Declare High Cost of Raw Material and of Production Makes a Reduction in Price Impossible.

Now that the New Year is at hand it is proper to look forward to see what the twelve months of 1912 have in store for the hardware merchant. Perhaps the crystal into which the dealer has been peering most carefully, is that which holds the future of paint. What is to happen with regard to it? The question seems to be in the mind of every handler.

Some dealers there are who have done more than speculate. They have undertaken to prophesy, and their prophecies have been that the prices of paint will drop. But will this change occur? It appears the wish is father to the thought for after careful inquiry there seems little real ground for expecting a decrease. As a matter of fact it is not so long ago since the high price of linseed oil led the manufacturers to consider the advisability of making another advance. Linseed dropped while the subject was still under discussion, and at once the proposed advance was forgotten.

Never Considered a Decrease.

But a decrease—that has never been seriously considered. The men who are on the inside say there is to be no lower level. Those who are waiting with this in view are likely to be badly left.

Instead of a decrease, in fact, there is likely to be an advance in some prices. Not in mixed paints. Those will likely remain at the present figure for six months at least, but colors ground in oil are almost certain to be sold at a higher figure after the New Year. One paint firm has already increased the price upon this product—though that they done so is not generally known as yet. Other concerns are considering a similar change. Rather they were considering this, for of course by now their decision is reached. It only remains to see what this is.

Speaking on the opinion of many retailers that there is to be a lower price level, the manager of one large concern had this to say:

All the Ingredients Are High.

"The dealers are wrong. There will be no lower level. How could there be?

Oil is a little lower than it has been, there is no doubt of that, but oil is only one ingredient of paint, though a large one. Lead is higher than it has been for years, so high indeed that it has been found absolutely necessary to raise the price of white lead. Then zinc is still high, though it has decreased somewhat in the last few weeks. There is no great cause to believe that this low level will continue."

Another manufacturer presented a different aspect of the subject. "People expect paint to drop in price," he remarked, "when everything else is going up. We have to pay more for our labor now—much more. The value of our property is greater, and while this is an advantage in some ways, it means that we must make more to pay interest on the investment. Then the great advance in the price of tin will likely mean added expense for us. Tin is not used in paint making—no. But tin is used to make tin plates; and tin plates are necessary to make tin cans; and tin cans are necessary to carry paint. There you are. The advance in tin is almost certainly going to bring about another advance in the price of tin cans. I do not expect to be able to get anything near as good contracts with the can companies as I got last year. This will add a little to the cost of production."

Appeals to the Fair-minded.

All these things show how the manufacturers feel. Moreover, there is much in the arguments advanced which must appeal to the fair-mindedness of the dealers—anxious and all as they are for a lower price.

The retailer, however, has good reason to wish a lower price on mixed paints. He is the man who has to face the customer. He has to listen to the exclamations of that man who bought paint for \$1.50 a gallon a few years ago, but who finds he must now pay \$2. This man is not easy to satisfy. He feels that he is being robbed, and is not slow in giving expression to his feelings. The small buyer seldom considers the conditions which are making a higher price level necessary.

The paint comes out from the manufacturers with a set price upon it. This, a number of the retailers declare, allows them little for handling it. They would like the manufacturers to make a more liberal profit margin, and yet they are somewhat afraid of such a step. It would put the prices still further forward, and might, they fear, have a bad effect upon the trade.

DEATH OF A PIONEER.

Frederick William Snyder of Berlin died on Christmas morning of heart failure, after three months' illness.

The deceased was known to practically all members of the trade in Canada. He started in business in Berlin over 60 years ago, his store being the first built in town. It still stands and is counted one of the landmarks. Mr. Snyder found the hardware and tinning business highly profitable, and it was well known that he had made a fortune in the half century that he conducted his store. It was, in fact, generally reputed that he was a millionaire. For the past few years he had been resting on his oars, so to speak, although the doors of his store were always open and the aged proprietor himself on hand to see after things. The writer called on him a year ago and found him at that time still active.

He was born in Altana, Germany, in 1830, and came to America in 1851. He engaged in the tinsmithing business in New York and Buffalo, and a year later moved to Berlin, where he started in business on his own account.

A widow and family of three sons and four daughters survive: William, Frederick, and Harry, of Berlin; Mrs. W. H. Cutler, Toronto; Mrs. Duncan Storey, Midland; Mrs. Arthur Jones, Trenton; Miss Lena Snyder, Berlin. The funeral was held Wednesday.

The deceased was held in high respect; his competitors sharing the general liking for him.

The merchants of Kenora are agitating for union with the Province of Manitoba.

Eight hundred turkeys were distributed to the employees at London of the McClary Manufacturing Co.

It is stated that N. Curry, president of the Canadian Car & Foundry Co., will be asked to accept the presidency of the new Canadian Metal Products Co.

Ground Floor Space Not Necessary for Wall Paper

Clark & Lewis, of Smith's Falls, Who do a Fine Business in This Line, Keep Their Stock Up-stairs—The Very Inaccessibility of the Department Has its Advantages—People Like to be Undisturbed When Making Their Selections—Handling Wall Paper Helps Paint Trade.

Smith Falls, Dec. 28.—Now, when houses are festooned with evergreen, with holly and the beloved mistletoe, wall papers seem a rather prosaic style of mural decoration. But the evergreen, the holly, and even the mistletoe fades, though fortunately the memory of those things for which it stands remains long. Wall paper, however, is a decoration which is needed all the time. This may be a quiet season, but still paper is being sold, so a study of the methods adopted by one of the hardware men who has handled this line profitably will not be at all barren of suggestions.

"Wall paper," many hardware men have said, "is a good line to carry, but it takes up so much space."

There is truth in this. A Cobourg dealer told the writer that he had to decide between stoves and wall paper. After considering the question he came to the conclusion that there was a better field for wall papers than there was for stoves, so he devoted the whole rear part of his store to this line. He has never been sorry.

Field Open, But Space Lacking.

But there are dealers who could not do this. Stoves, with them, are a profitable line. They do not face competition which makes handling these an impossibility. Perhaps a field for wall paper is also open, but space there is none.

For this reason these men have neglected wall paper. They have neglected it, as they thought, of necessity, and yet it seems, from what J. Lewis, of Clark & Lewis, Smith Falls, has to say, their reasons are not quite so sound as they would at first appear. Space it is said—that is ground floor space—is not absolutely necessary for wall paper; nor is Mr. Lewis at all sure that ground floor space is altogether desirable.

No Wall Paper Visible.

After the Montreal editor of Hardware and Metal had shaken hands with Mr. Lewis, and talked of the weather and subjects of similar universal interest, he asked about the wall paper. He had heard that Mr. Lewis did a fine business in this line. He wanted, like Budge and Toddy, to see the wheels go round. He wanted to see how the profit was made.

But the paper, oh where was it?

Mr. Lewis came to the rescue. "We keep that up-stairs," he said. Then he

called the clerk who has this department in especial charge, and the journey to the upper regions was commenced.

It is quite a little trip. One goes outside the store, then up a flight of stairs to two bright rooms. There stand the racks of paper, well filled even now, for the spring supplies have commenced to come in.

There could be no fault found with the department. The man who has it in charge has the stock arranged well nigh perfectly. The light is fine for examination purposes, but to a man who had heard dealers lament that they could not handle wall paper because they could not give it floor space, the situation of this department did seem a little out of the way.

More Likely to Buy.

To get Mr. Lewis' opinion a number of questions were asked; and the answers to these made it very apparent that this Smith Falls hardwareman does not consider the place which he has given wall paper at all unsuitable. "Once people are here they are far more likely to buy than they would be if the department were down stairs," he remarked.

"At one time we took samples down stairs," stated Mr. Lewis, "but we don't do even that now. We found it was not good policy. A woman would come in with her daughter to select paper for some room. They would look over a number of books, and would be practically decided upon one paper. Then along would come some friend. She would criticize and the work of twenty minutes or half an hour would be undone."

"No," continued Mr. Lewis, "it is better to get people in a quiet place when they are after wall paper."

How People Are Attracted.

"But will they come up here?" was asked.

"They do come," replied the hardwareman. "People know we have paper and they come for it. In the spring, which of course is the big season, we advertise wall paper, and we dress one of our windows with it. They come to look at what we have, and nine times out of ten they are glad they can make their selection in a quiet place."

That wall paper is a good line to to handle, if there is not overwhelming opposition, Mr. Lewis states unhesitatingly. "There is good profit in it," he said. "On all but the very cheap lines

the price secured is at least double that given. Of course there is some waste, but if a skilled man is put in charge, or a man who is quick to realize the needs, the odd rolls left over will not materially reduce the profits. A special sale of remnants may be held from time to time, and then cost, or nearly cost, may be secured."

Stimulates Paint Trade.

One other thing Mr. Lewis has found, after several seasons' experience. That is that the sale of wall paper stimulates greatly the sale of paint and alabastine. This is natural. People come in for the paper. When they get this they think that the wood work will need brightening—at least if they do not think of this a good clerk will. In a great number of cases, too, the paint is taken.

Alabastine Goes, Too.

If walls are being papered, the natural inference is that something should be done for the ceiling. Paper is not always used here. Alabastine may be preferred. There may be rooms, too, which are entirely finished in alabastine. Perhaps these are becoming a little dingy. If a person is papering two or three rooms it is not hard to persuade them to make the outlay necessary to make that other room bright also.

TRAVELERS' MEETING.

The annual convention of the travelers of the McClary Manufacturing Co. was held last week Wednesday, at the London down-town offices of the company. Col. Gartshore presided, and many important topics, relating to the stove trade in Canada, were discussed.

During the first two days of the week, the travelers held an educational class in the foundry for the purpose of studying the different processes of manufacture. This practical work was found to be one of the most satisfactory of the convention.

On Tuesday evening, the traveling staff attended an entertainment at the Alexandra Sanitarium, and gave a programme of songs and music.

Aikenhead's Hardware, Ltd., and H. S. Howland, Sons & Co., have entered teams in the Toronto Mercantile Hockey League.

Wise Dealers Handle the ML Line Because They are Honest Goods That Build Trade.

ML Paints—make good because they are made good—there's 19 years of practical experience mixed into them. ML Paints defy weather and last, and last, and last!

ML Floorglaze—a brilliant, quick drying, flint hard finish that withstands scruffing and scratches. Washable like glass. In solid and transparent colors.

Elastilite Varnish—the one varnish you can guarantee just as though you were its maker. Good for use indoors or out. Elastilite will get and hold the best varnish trade for you.

SAMPLES FROM

The Imperial Varnish & Color Co., Limited,

6-24 Morse St., Toronto
108 Princess St., Winnipeg
524 Beatty St., Vancouver



A LEAP YEAR PROPOSAL

There is a man coming to see you. He is the "High Standard" bearer of good paint news. He has something NEW to say and show that will interest you, as it has interested every "live" hardware dealer who is moving forward and not "marking time."

Many dealers, who have been for years married to a line of paint, have recently secured divorces and proposed the more profitable partnership of a connection with Lowe Brothers' "High Standard" Paints, as exclusive agent on a new and better basis.

We are ready to listen to a few more such proposals from Hardware men located in territories where we are not yet represented. So, don't leap before you look. Don't "hitch up" before first knowing the merit and comparing the value of "High Standard" Paint with your present choice.

"Investigate the character" of this proposition if you're not married body and soul.



LOWE BROTHERS, LIMITED

TORONTO



DAYTON,

NEW YORK,

BOSTON,

CHICAGO,

KANSAS CITY.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Dec. 29.—High prices do not necessarily mean small business, a fact which is given ample proof by reference to the paint business carried on during the year now drawing to a close. There is no gainsaying the fact that the prices generally have been high. They had to be, since the ingredients used to make the paints were so high. Yet despite the stiff prices a great deal of paint was bought. 1911 was in fact a splendid paint year. The manufacturers and the dealers alike are feeling happy about it. Even with the good prices the profits have not been great for either maker or retailer, yet, owing to the large sales, the total profits have been good.

Much has happened in this market during the year. Oil has been high. So has turpentine. White lead, at one time comparatively low in price, rose rapidly of late. It now stands at a fairly advanced figure, yet the makers state that even this is rather low, considering the cost of the raw material used to make it. Pig lead, of course, has advanced. It has advanced more rapidly than has the product made from it.

In May lead was selling as follows: In five ton lots at \$5.70, in one ton lots at \$5.85, and in lots of less than a ton at \$6.00 a cwt.

Then there came a rise in the pig lead market, and a subsequent rise of 35 cents per cwt. in the price of white lead. This was in September. After that there came more advances, until in November was struck the present rate of \$6.45, \$6.60 and \$6.75, according as the purchases were made in five, one, or less than one ton lots.

Linseed has changed even more, but fortunately for the paint users, as well as for those using the raw and boiled oil, there has been a lower level struck of late. Were it not for this decline the price of paint would have to be further advanced, to cover the advance in lead and zinc.

It was in March that Linseed attained what may be called its zenith, the price then generally quoted being in the neighborhood of \$1.10 for the raw and \$1.13 for the boiled oil, in barrel lots. That price held for some little time. Then conditions gradually eased off, until near the end of September the oil was quoted at \$1.01 and \$1.04. In November it dropped another cent, and then, since the western crop was harvested and since the Plata crop became a more known quantity, there have been several declines. A week ago oil was being sold at .87 and .90. This week it is three cents higher, but even with this slight advance it will be seen there is a great

drop since the high level obtained in May.

Turpentine too has shown great changes. In March it touched \$1.30, though naturally little was sold at this figure. May saw a decline to \$1.10, and since then there have been steady decreases. A few weeks ago turps sunk to .65 owing to a flooded market at Savannah. This comparatively low price did not hold long, the rise coming gradually. First .68 was asked, then last week .72, and now the price generally fixed is .75, though there is some difference among the different handlers.

As for the paints themselves the demand has been splendid. Even in November and December, usually fairly quiet months, the manufacturers have been called upon to make large shipments. They have as yet had little time to plan for the coming season, which retailers and manufacturers alike contend will be a fine year in paints.

TORONTO.

Toronto, Dec. 28.—The end of the year brings estimates of the volume of business done during the year. Paint manufacturers and jobbers report that 1911 was in every respect a capital year and that there is no reason for dissatisfaction with the business results.

The consensus of opinion is that 1911, while not a record breaking year, was one of the best that has been experienced. All firms report a good increase over last year. "I do not understand why the past year did not break all records," said one man. "There was more building done than ever before and the country of course is growing. Under the circumstances, we should have sold more paint than ever. The only reason I can see why we did not is that there is more competition now. Of course we had a good increase over last year."

Linseed Oil.—The course of linseed oil has been rather difficult to follow during the year. It has been high at most stages and at the present time is firm, with all indications pointing to an advance soon. Shortages have developed at various stages of the year.

Present conditions in linseed oil point to an advance although quotations just now are largely nominal. It is not anticipated that there will be any movement in local markets until after the new year. Nothing has been established with reference to forward orders yet. Some firms quoting 90 cents for raw and 93 for boiled—an advance of 4 cents.

Turpentine.—The year has been an eventful one on the turpentine market. Starting about the end of January, turpentine began its spectacular ascent

which continued for several months and finally took the price to a height never attained before. It sold in Toronto around \$1.40. Beginning in Spring, a slump set in and it continued right through the summer and fall. The descent was in exact ratio to the former ascent, the exceptionally low figure of 68 being reached. Now turpentine is starting again on the upward path. It is anticipated that prices will advance consistently through the winter but there is no probability of last year's high-flying performance being repeated. The large supply at Sanannah, a perceptible falling off in demand from some sections, are circumstances which will serve to steady the market.

Resins.—Strangely enough, there has been a material advance in the past two weeks. Prices range about 50 cents per barrel higher than two weeks ago for the low grades.


White Lead.—One of the features of the market this year has been the steady upward movement in white lead. The increased cost of pig lead has resulted in regular advances of the finished article until to-day white lead is selling almost a dollar higher than at this time last year. Although there is not any likelihood of an immediate advance, none predict that white lead has reached its highest point.

Glass.—Another outstanding feature has been the scarcity of glass. A shortage in double diamond developed almost as soon as the fall demand began to manifest itself and the situation went from bad to worse until the shortage became so pronounced that serious alarm was felt. Only when the demand showed abatement did the situation improve. Despite the scarcity and the fact that prices were low, no changes were made until late in the fall, when a general advance was declared. Further increases would create no surprise.

Prepared Paints.—Some lines showed advances in price during the year but this did not hurt the business to any degree. More prepared paint was sold, perhaps, than in any previous year. Some months showed exceptionally large gains; the late summer and early fall creating new records for the volume of business done.

Varnish.—Prices advanced on varnish early in the year, owing to the high cost of the raw material. Business all year was exceptionally good.

The men who attended the British America Paint Company convention at Laurel Point, Victoria, were:—J. W. McIntosh, R. T. Pendray, H. Wright, H. T. Pendray, J. C. Pendray, H. H. Welch, C. Doherty, W. J. Pendray, W. T. McEdwards, C. E. Fenkell, K. K. Peiser, H. Henderson, W. Lawson and J. H. Ullman.



Season's Greetings



WE extend our hearty good wishes
to all our agents, customers and
friends for a Happy and Prosperous
1912, and we take this opportunity
of thanking one and all for their
generous support.



BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c; Imperial tough, 50c; White Brass, 48c; Metallic, 45c; Special, 33c; Harris heavy pressure, 25c; Hercules, 20c; White bronze, 15c; Star frictionless, 10c; Aluminum, 8c; Mogul, 6c; No. 3, 5c; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c; Superior, 45c; A Special, 35c; Hoo Hoo, 25c; "A," 20c; "B," 18c; "C," 15c; "D," 12c; No. 1, 10c; No. 2, 8c; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c. Defender, 20c; Mystic, 17c; Cosmic, 15c.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, $\frac{1}{2}$ to $\frac{3}{4}$ inch, per 100 lb.	2 30	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch.	2 30	2 40
Tubes per 100 feet, $\frac{1}{2}$ inch.	9 50	9 00
" " " " 3/4 inch.	8 25	8 50
" " " " 1 inch.	10 50	10 00
" " " " 1 1/4 inch.	12 00	12 10
" " " " 1 1/2 inch.	15 00	15 30
" " " " 1 3/4 inch.	19 25	19 45

BRASS.

Spring sheets, up to 30 gauge..... 0 21
Rods, base $\frac{1}{2}$ to 1 inch, round..... 0 18
Tubing, seamless base, per lb..... 0 13
Tubing, iron pipe size, 1 inch base..... 0 21
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Oushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2
Jasin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65
p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55
p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65;
patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and
checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62 1/2 p.c.
Kerr copper alloy disc standard globe, angle
and check valves, 62 1/2 p.c.
Kerr standard radiator disc valves, 65 and 10
p.c.; Jenkins disc and quick opening hot
water radiator valves, 75 p.c.
Kerr Weber L.B.M. straightway and water
gate valves, screwed and flanged, 62 1/2 and
10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application
to Jenkins' Bros., Montreal

COPPER

Per 100 lb.
Casting ingot..... 14 50
Out lengths, round bars, $\frac{1}{2}$ to 2 in..... 21 00
Plain sheets, 14 oz., 14x48", 14x60"..... 23 00
Copper sheet, tinned, 14x60", 14 oz..... 24 00
Copper sheet, planished, 14x60, base..... 31 00
Braziers', in sheets, 6x4..... 23 00
Brass, 60 p.c.; copper, 62 1/2 p.c.

IRON AND STEEL

In car lots. Montreal Toronto.
Canadian foundry, No. 1..... 19 50
" " No. 2..... 19 00
Middleboro, No. 3 pig iron..... 18 00
Summerlee, No. 2..... 20 00
Carron, special..... 20 00
Carron, soft..... 19 75
Cleveland, No. 1..... 18 75
Clarence, No. 3..... 18 00
Jarow..... 17 75
Glengarnock..... 22 50
Radnor, charcoal iron..... 32 00
Aysreone, No. 3..... 18 75
Ferro Nickel pig iron (800)..... 25 00
Steel billets, Bessemer or open
hearth, f.o.b. Pittsburgh..... 27 50
Angles..... 2 50
Common bar, per 100 lb..... 1 90
Forged iron..... 2 05
Refined..... 2 15
Horseshoe iron..... 2 15
Mild steel..... 1 95

Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic).....	1 95	2 15
Iron finish steel (foreign).....	2 25	2 25
Reeled machinery steel.....	2 85	3 00
Tire steel.....	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 85	2 90
Mining cast steel.....	0 07 1/2	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	0 50
Cammell Laird.....	0 15	0 15
Black Diamond tool steel.....	0 08	0 08
Corona tool steel.....	0 06 1/2	0 06 1/2
Silver tool steel.....	0 12 1/2	0 12 1/2
COLD ROLLED SHAPING		
9-16 to 11-16 inch.....	0 08	0 08
$\frac{1}{2}$ to 1-7-16 ".....	0 05 1/2	0 05 1/2
1-7-16 to 3 ".....	0 05	0 05
Montreal, 25 and 2. Toronto, 30.		

BLACK SHEETS

	Montreal	Toronto
10 gauge.....	2 30	2 50
12 ".....	2 30	2 55
14 ".....	2 20	2 35
16 ".....	2 20	2 45
18 ".....	2 20	2 45
20 ".....	2 20	2 45
22 ".....	2 25	2 55
24 ".....	2 25	2 55
26 ".....	2 35	2 65
28 ".....	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 90	2 90
All bright, 52 sheets.....	3 70	4 00
Galvanized—Apollo D. Crown Ordinary		
18x24x52.....	4 45	4 35
60.....	4 70	4 60
20x28x80.....	8 90	8 70
90.....	9 40	9 20

	Montreal	Toronto
22 gauge, per square.....	6 10	6 00
24 ".....	5 00	5 00
26 ".....	3 85	3 85
28 ".....	3 65	3 65
Less 10 p.c.		

GALVANIZED SHEETS

	Queen's	Fleur	Gordon	Gorbals
B.W. gauge Head de-Lis Crown Best				
16-20.....	3 60	3 35	3 60	3 60
22-24.....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25
Colborne Crown—3.65, 3.70, 3.75, 4.00.				
Less than case lots 10 cents per hd. extra.				
"Comet" sheets—				
22.....	3 65			
24.....	3 70			
26.....	3 75			
28.....	4 00			
Apollo brand—				
24 gauge, American.....	3 60	3 45		
26 ".....	3 85	3 50		
28 " (26 English).....	4 10	3 95		
10 1/2 oz., equal to 28 English.....	4 35	4 25		

IRON PIPE

	Size (per 100 ft.)	Black	Galvanized
$\frac{1}{2}$ inch.....	1 80	2 57	
" ".....	1 80	2 57	
" ".....	2 35	3 23	
" ".....	2 75	3 83	
1 ".....	3 35	5 48	
1 1/2 ".....	5 35	7 49	
2 ".....	6 44	8 98	
2 1/2 ".....	8 05	11 46	
3 ".....	12 85	18 30	
3 1/2 ".....	16 86	24 03	
4 ".....	22 57	35 65	
4 1/2 ".....	25 65	35 90	

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65;
standard bushings, 70; headers, 60; flanged
unions, 65; malleable bushings, 65; nipples,
75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch,
70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and
10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.35.
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30,
\$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 and 10 and 2 1/2 per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

	Montreal	Toronto
Dealers buying prices:		
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms.....	0 09	0 09
Heavy red brass.....	0 10	0 10
" yellow brass.....	0 08	0 08
Light brass.....	0 08	0 08
Tea lead.....	0 02	0 02
Heavy lead.....	0 02	0 02
Scrap zinc.....	0 03	0 04
No. 1 wrought iron.....	2 0	10 00

Machinery cast scrap, No. 1.....	16 00	14 50
Stove plate.....	12 50	13 00
Malleable.....	9 00	9 00
Miscellaneous steel.....	5 00	6 00
Old rubbers.....	0 09	0 08 1/2

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb.....	4 60	4 50
Imported pig, per 100 lb.....	4 85	4 80
Bar pig, per 100 lb.....	4 85	4 85
Sheets, 2 1/2 lb. sq. ft., by roll.....	5 20	5 00
Sheets, 3 to 6 lb. ft.....	4 90	4 75
Out sheets to size, per lb. extra.....		
Out sheets to size, $\frac{1}{2}$ c. per lb. extra.....		

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Gaulking lead, 40c. per pound.
Traps and bends, 45 per cent.

SOLDER.

	Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed.....	0 26	0 26 1/2	
Wiping.....	0 23	0 24	

SHEET ZINC.

5-owl. casks.....	8 25	8 00
Part casks.....	8 50	8 50

SPELTER.

Foreign, per 100 lb.....	7 25	7 25
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TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	\$47 50	46 00
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	Per box
Reddip Charcoal Plates—Tinned	
M.L.S. Famous (equal Bradley)	
I C, 14x20 base.....	\$7 00
I X, 14x20 base.....	8 25
I X X, 14x20 base.....	9 50
Raven and Murex Grades—	
I C, 14x20 base.....	5 00
I X, 14x20 base.....	6 00
I X X, 14x20 base.....	7 00
I X X X, 14x20 base.....	8 00

"Dominion Crown Best"—Double. Coated, Tinned.		
I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base.....	9 50	9 50
"Allaway's Best"—Standard Quality.		
I C, 14x20 base.....	4 50	
I X, 14x20 base.....	5 25	
I X X, 14x20 base.....	6 00	

	Per box
Bright Cokes	
I C, 14x20 base.....	4 25
20x28, double box.....	8 50

	Per gallon in quart tins.
Dean or J. G. Grade—	
I C, 20x28, 112 sheets.....	7 50
I X, Terme Tins.....	9 00
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X.X., 14x56, 50 sheet box.....	7 00
" 14x60, ".....	
" 14x65, ".....	

	Tinned Sheets.	Per box
72x30 up to 24 gauge, case lots.....	7 75	7 35
" 26 ".....		7 85

WIRE

ANNEALED OUT HAY BAILING WIRE.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13,
\$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50;
in lengths 6' to 11', discount 30 per cent.;
other lengths 20c per 100 lbs. extra; if eye or
loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, \$4.90; No. 18,
\$3; No. 19, \$2.70; 6 wire solid line, No.
17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All
prices per 1000 ft. measure; 6 strand. No.
18, \$2.80; No. 19, \$2.90. F.o.b. Hamilton,
Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.45 in cars f.o.b.
Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In
100-lb. lots: No. 17, \$5; No. 18, \$5.50; No.
19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22,
\$7.30; No. 23, \$7.65; No. 24, \$8; No. 25,
\$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11;
No. 29, \$12; No. 30, \$13; No. 31, \$14; No.
32, \$15; No. 33, \$16; No. 34, \$17. Extras net.
Tinned wire, Nos. 25, \$2; No. 25-31, \$4;
Nos. 30-34, \$5. Coppered, 75c; oiling, 10c
in 25-lb. bundles, 15c; in 5 and 10-lb. bundles,
25c; in 1-lb. hanks, 25c; in 1-lb. hanks, 38c;
in 1-lb. hanks, 50c; packed in casks or cases,
15c; bagging or papering, 10c.

HAY WIRE IN COILS.

\$2.35 base f.o.b. Montreal, Toronto, Ham-
ilton and London.

GALVANIZED WIRE
From stock, f.o.b. Montreal—100 lbs.
Nos. 4 and 5, \$2.80; 6, 7, 8, \$2.75; 9, \$2.30
10, \$2.80; 11, \$2.85; 12, \$2.45; 13, \$2.55
14, \$3.15. In car lots straight or mixed.

POULTRY NETTING.
3-in. mesh, 19 w.g. 60 and 2 1/2 p.c. off. Other
sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE
No. 9 gauge, \$2.35 base; No. 10 gauge, 5c
extra; No. 11 gauge, 12c extra; No. 12 gauge,
20c extra; No. 13 gauge, 30c extra; No. 14
gauge, 40c extra; No. 15 gauge, 55c extra;
No. 16 gauge, 70c extra. Add 60c for copper-
ing and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c.,
spring wire \$1.25, bright soft drawn 15c.,
charcoal (extra quality) \$1.25, packed in casks
or cases 15c., bagging and papering 10c., 50
and 100-lb. bundles 10c., in 25-lb. bundles
15c., in 5 and 10-lb. bundles 25c., in 1-lb.
hanks, 50c., in 1-lb. hanks 75c., in 1-lb.
hanks \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.65 per
100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING
Galvanized barb..... 2 45
Galvanized, plain twist..... 2 75
Car lots and less.
Dominion special field fencing, 3 1/2 p.c. small
lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, $\frac{1}{8}$
in., \$16.80.
Black, 1st grade, 6 strands, 19 wires, $\frac{1}{8}$
in., \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES
Galvanized..... 2 85
Plain..... 2 60

PAINTS, OILS AND GLASS

BARN PAINT
In barrels, 1-gal. tins..... 0 80
In barrels, 5-gal. tins..... 0 80

RESINWAX
Per lb..... 0 40

CHEMICALS
In casks per lb
Sulphate of copper (bluestone)..... 0 07
Litharge, ground..... 0 05
" flaked..... 0 05 1/2
Green copperas (green vitriol)..... 0 01
Sugar of Lead..... 0 09

COLOURS IN OIL
Venetian red, 1-lb. tins pure..... 0 09
Chromes yellow, pure..... 0 18
Golden ochre, pure..... 0 11
French ochre, pure..... 0 09
Chromes green, pure..... 0 11
French permanent green, pure..... 0 15
Signwriters' black, pure..... 0 17
Marine black, 25 lb. iron..... 0 05

ENAMELS
Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C.)
Co..... 1 80
Cee Pee Co. enamel..... 4 50

GLUE
Per lb.
French medal..... 0 10
German common sheet..... 0 10
German prima (Windsor)..... 0 15
White pigfoot..... 0 15
Brantford medal..... 0 10
" golden medal..... 0 11
" brown sheet..... 0 10
" golden sheet..... 0 13
" gelatine..... 0 22
" white gelatine..... 0 20
" white glue..... 0 12
" 100flake..... 0 10
Perfection amber ground, No. 1230
0 11

Ground glues at same prices.
Brantford all-round glue, 1-lb. packages, 10c;
1-lb., 15c; 1-lb., 25c. Discount.

XXL..... 0 13
XL..... 0 11 1/2
CL..... 0 12
O..... 0 11 1/2

PARIS GREEN
Montreal Toronto
Drums, 50 and 100 lbs..... 0 18 1/2 0 18 1/2
Packets, 1-lb., 100 in case..... 0 20 1/2 0 20 1/2
" 1-lb., "..... 0 22 1/2 0 22 1/2
Tins, 1-lb., 100 in case..... 0 21 1/2 0 21 1/2

PARIS WHITE
In bbls..... 0 90

A GOOD RESOLUTION

At the dawn of the New Year every retailer should resolve to handle a full range of

Minerva and Paint



Paints Specialties

the lines of proven merit.

"Minerva" Brand in your store means all-round satisfaction and a generous margin of profit.

Our effective consumer advertising and artistic color-cards, folders, show cases and other selling helps create a big demand for "Minerva" products.



Put up in full Imperial Measure cans only. Write for details of the Minerva Proposition.

Pinchin, Johnson Co. (Canada) Limited

377-387 Carlaw Avenue
TORONTO



This Illustration was made from a photograph of a Bowser installation for

Mr. Samuel Hobbs,
1434 Queen St. W.,
Toronto, Ont.



This system handles
Canadian Coal Oil
American Coal Oil
Raw Linseed
Boiled Linseed
Turpentine
Gasoline
Benzine
profitably.

It pays him and it will pay you.

You Can Make a Better Profit on Paint Oils if You Handle Them Right

Now is the time to get ready for your spring paint trade. Investigate the Bowser NOW. Your fellow merchants are using them profitably—so can you. Put in a Bowser and get a bigger profit next year. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 Fraser Avenue

PLASTER OF PARIS	
Per barrel.....	2 30
PINK TAB	
Half-pint tins, per dozen.....	0 60
PUTTY.	
Standard.....	2 20
Bulk in casks.....	2 55
100-lb. drums.....	2 75
Bladders in bbls.....	2 75
RED DRY LEAD.	
Genuine, 560 lb. casks, per cwt.....	4 75
Genuine, 100 lb. casks.....	5 25
No. 1, casks, per 100 lbs.....	4 25
No. 1, kegs, per 100 lbs.....	4 75

SHINGLE STAINS.	
In 5-gallon buckets.....	0 75
TURPENTINE AND OIL.	
Can. Prime white petroleum gal.....	0 14
U.S. Water white.....	0 15
U.S. Pratt's astral.....	0 19
Castor oil, per lb., in bbls.....	0 08
Motor Gasoline single bbls.....	0 17
Benzine, per gal single bbls.....	0 15
Pure Turpentine, single barrels.....	0 72
Wood Turpentine.....	0 60
Turpentine, second run.....	0 60
Linseed Oil.....	0 90
Raw.....	0 92
Boiled.....	0 93
Rosin, "G" grade, bbl. lots, 100 lbs.....	3 25
VARNISHES.	
Carriage, No. 1.....	1 50
Fast durable body.....	3 50
" hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak.....	1 50
Furniture, polishing.....	1 00
Furniture, extra.....	0 95
No. 1.....	0 90
union.....	1 35
Light oil finish.....	3 00
Gold size Japan.....	1 60
Turps brown Japan.....	1 10
No. 1 brown Japan.....	1 35
Baking black Japan.....	0 95
Benzine black Japan.....	0 75
Crystal Damar.....	2 25
No. 1.....	1 40
Pure asphaltum.....	1 50
Oilcloth.....	0 85
Lightning drier.....	4 25
Kiln-dried varnish.....	2 25
Copaline varnish.....	2 25
varnishing floor finish.....	1 75
Jamieson's floor enamel.....	2 50
Merwin-Williams kopal varnish.....	2 25
Canada Paint Co's sun varnish.....	1 80
"Kyanize" Interior Finish.....	2 50
"Flint-Lac" coach.....	3 00
B. H. Co's "Gold Medal" in cases.....	4 25
Flatting floor finish.....	3 00
Elastic exterior finish.....	1 75
Stovepipe varnish, 1 pint, per gross.....	1 60
Pure white shellac varnish, in barrels.....	1 30
Pure orange.....	1 30
No. 1 orange.....	1 30

WINDOW GLASS	
Size United Inches.....	Star
Under 26.....	\$4 35
26 to 40.....	4 65
41 to 50.....	5 10
51 to 60.....	5 35
61 to 70.....	5 75
71 to 80.....	6 25
81 to 85.....	7 00
86 to 90.....	12 50
91 to 95.....	15 00
96 to 100.....	20 50
Toronto, 30 p.c. to 30 and 1 p.c.	
Montreal prices, no discount.	
Size United Inches.....	Star
Under 26.....	\$2 65
26 to 40.....	2 85
41 to 50.....	3 25
51 to 60.....	3 55
61 to 70.....	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb.	
Montreal.....	Toronto
Munro's Select Flake White.....	6 30
Elephant Genuine.....	6 90
Moore's Pure White Lead.....	6 90
Lily Pure.....	6 30
Tiger Pure.....	6 30
Monarch (Windsor).....	6 50
Essex Genuine (Windsor).....	6 90
Brandram's B. B. Genuine.....	7 75
"Anchor" pure.....	6 50
Ramsay's Pure Lead.....	6 80
Ramsay's Exterior.....	5 80
C.P. Co's Decorators' Pure.....	6 50
Crown and Anchor, pure.....	6 50
Island Cit Decorators' Pure.....	6 50

WHITE ZINC (DRY).	
Extra Red Seal, V.M.....	0 07
WHITE ZINC IN OIL.	
Pure, in 25-lb. tins.....	0 10
No. 1.....	0 07
No. 2.....	0 05

TERMS—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over.	
F.O.B. Toronto or Hamilton, London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.	
Munro's Select Flake White.	
Extra, 60, 10 and 10 per cent.	
Standard, 60, 10, 10 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10, 10 and 10	
Agricultural, not wider than 4 in., 75 per cent	
Lace leather, per side, 80c.; out laces, 85c.	
BIRD CAGES.	
Brass and Japanned, 40 p.c.	
BOLTS AND NUTS	
Carriage Bolts, common new \$1 list	Per cent
" " " and smaller.....	70
" " 7-16 and up.....	60
Norway Iron (\$3 list).....	60
Machine Bolts, 1/2 and less.....	60, 10 & 10
Machine Bolts, 7-16 and up.....	60
Plough Bolts.....	55, 5 & 10
Blank Bolts.....	60
Blind Ends.....	60
Sleigh Shoe Bolts, 1/2 and less.....	60 and 10
Sleigh Shoe Bolts, 7-16 & larger.....	55 and 05
Coach Screws, new list.....	7
Nuts, square, all sizes, 40c per lb. off.	
Nuts, hexagon, all sizes, 40c per lb. off.	
Stove rods, per lb., 5/8 to 5c.	
Stove Bolts 80.	

WHITING.	
Plain, in bbls.....	0 70
Gilders bolted in barrels.....	1 00
HARDWARE	
ADZES.	
Carpenters', per doz.....	12 50
Plainship, ".....	18 30
22 00	
AXES AND HATCHETS	
Single bit, per doz.....	8 00
Double bit.....	10 00
Bench Axes.....	6 75
Broad Axes.....	22 75
Hunters' Axes.....	5 00
"Boys' Axes.....	5 75
Latching hatchets.....	4 70
Shingle.....	1 45
Claw.....	1 70
Barrell.....	5 50
6 55	
ANVILS	
Caylor-Forbes, prospectors.....	0 05
Buckworth, per lb.....	0 10

AMMUNITION	
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 24 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 20 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any loading point east of Manitoba. Net 90 days.	
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.	
Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; Buck and seal, 80c.; No. 28 ball, 1/2 20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.	

AUGERS AND BITS	
Ford's auger bits.....	30 and 10
Irwin's auger.....	47 1/2
Gilmour's auger.....	50
Rockford auger.....	50 and 10
Gilmour's car.....	47 1/2
Clark's expansive.....	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.	
Stearns wood track.....	doz. pairs
Zenith.....	4 50
Atlas, steel covered.....	9 00
Perfect.....	5 00
New Milo, flexible.....	8 00
Double strap hangers, doz. sets.....	11 00
Standard jointed hangers, ".....	6 50
Steel King hangers.....	6 45
Storm King and safety hangers.....	6 40
Storm King rail.....	6 25
Crown.....	4 25
Crescent.....	4 85
Sovereign.....	6 50
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.....	7 25
Steel, track, 1 x 3-16 in. (100 ft.).....	3 25

BARN DOOR LATCHES	
Challenge, dozen.....	2 25
Dedance, dozen.....	2 75
Geni dozen.....	7 50

BELLS	
Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, \$1.15 up.	
Farm bells, No. 1, \$1.65.	

BELTING.	
Extra, 60, 10 and 10 per cent.	
Standard, 60, 10, 10 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10, 10 and 10	
Agricultural, not wider than 4 in., 75 per cent	
Lace leather, per side, 80c.; out laces, 85c.	

BIRD CAGES.	
Brass and Japanned, 40 p.c.	
BOLTS AND NUTS	
Carriage Bolts, common new \$1 list	Per cent
" " " and smaller.....	70
" " 7-16 and up.....	60
Norway Iron (\$3 list).....	60, 10 & 10
Machine Bolts, 1/2 and less.....	60
Machine Bolts, 7-16 and up.....	55, 5 & 10
Plough Bolts.....	60
Blank Bolts.....	60
Blind Ends.....	60
Sleigh Shoe Bolts, 1/2 and less.....	60 and 10
Sleigh Shoe Bolts, 7-16 & larger.....	55 and 05
Coach Screws, new list.....	7
Nuts, square, all sizes, 40c per lb. off.	
Nuts, hexagon, all sizes, 40c per lb. off.	
Stove rods, per lb., 5/8 to 5c.	
Stove Bolts 80.	

BUILDING PAPER, ETC.	
Tarred Slater's paper, per roll.....	70
O. K. paper, No. 1, per roll.....	0 75
O. K. paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, per 400 ft. roll.....	0 45
Plain Fibre, No. 2.....	0 27
Tarred Fibre, No. 1, per 400 ft. roll.....	0 55
Tarred Fibre, No. 2.....	0 35
Tarred Fibre Cyclone, 25 lb., per roll.....	0 55
Dry Cyclone, 15 lb.....	0 45
Plain Surprise, per roll.....	0 40
Resin sized Fibre, per roll.....	0 40
Asbestos building paper, per 100 lbs.....	4 60
Heavy straw, plain & tarred, per ton.....	37 50
Carpet Felt, per 100 lbs.....	1 80
Tarred wool roofing felt, per 100 lbs.....	1 50
Pitch, Boston or Sydney, per 100 lbs.....	0 70
Pitch, Scotch, per 100 lbs.....	0 65
Heavy Fibre, 35' & 60', per 100 lbs.....	3 00
2 Ply Ready Roofing, per square.....	0 70
2 Ply complete, per roll.....	1 15
3.....	1 35
Liquid Roofing Cement, bris., per gal.....	0 15
tin.....	0 20
Crude Coal Tar, per barrel.....	3 50
Refined Coal Tar, tins, per doz.....	1 25
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel.....	4 50
Caps, per lb.....	0 06
Nails, per lb.....	0 05
Mop cotton, per lb.....	0 15

BUTTS.	
Plated, bower barf & nickel, No. 241, 45 p.	
Wrought brass, 45 p.c. off revised list	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint an 1 loose pin, 70 p.c.	
Crescent brands, 70 per cent	

CEMENT AND FIREBRICK	
Canadian Portland, bags per bbl.....	1 55
White Bros. English.....	2 00
" Lafarge" cement in wood.....	3 40
Fire brick, Scotch, per 1,000.....	33 00
English.....	27 00
American, low.....	23 00
" high.....	37 50
Fire clay (Scotch), net ton.....	5 50

CHALK AND PENCILS	
arpenters Colored, per gross.....	0 65
lead pencils, per grs.....	2 40

CHISELS.	
Cold chisels, 5 x 6 in., doz.....	2 30
Bevel edge, 1 inch, doz.....	2 50

CHAIN	
Proof coll, per 100 lb., 1 in., \$6.00; 5-16 in., \$4.85; 1 in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1 in., \$3.65; 1 in., \$3.60; 1 in., \$3.45; 1 in., \$3.40.	

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$15; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.	

CLAMPS	
Malleable swivel head, 4 in.....	2 50
" adjustable, 4 in.....	7 60
Carpenters, 3 feet.....	3 60

CONDUCTOR PIPE.	
2 inch, in 10 foot lengths.....	3 30
3 " " ".....	4 00
4 " " ".....	5 25
5 " " ".....	7 25
6 " " ".....	8 80

COTTER PINS	
Cotter pins, 90 p.c. Montreal	

COOPER AND NICKEL WARE.	
Copper boilers, kettles, 50 p.c.	
Copper tea and coffee pots, 45 p.c.	
Copper pitta, 30 per cent.	
Foundry goods, hollow ware, 45 p.c.	

DOOR KNOBS	
Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	

DOOR SETS.	
Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	

DOOR HANGERS (PARLOR)	
Single sets, each (Easy brand).....	1 80
Double sets, each.....	3 25
Unbreakable rail, 100 feet.....	5 00

DOOR SPRINGS	
Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	

DRAW KNIVES.	
Carpenters 6 inch, doz.....	5 35
Folding handles, 8 inch, doz.....	1 80

DRILLS.	
Bit stock drills, 2-32 in., doz.....	

ESOUTCHEON PINS	
Steel, discount 50 per cent.	
Brass, 55 per cent.	

HAYTROUGH.	
8 inch in 100 foot lengths.....	2 90
10 " " ".....	3 15
12 " " ".....	3 68
15 " " ".....	5 25
Add extra 10c. per 100 ft. O.G. Round Bead	
Trough.....	
FACTORY MILK CANS.	
Milk cans and pails, 40 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railroad and cream cans and taps, 45 p.c.	
Creamery trimmings, 75 and 12 1/2 p.c.	

FAUCETS.	
Common, cork-lined, 35 per cent.	

FARMER KNIVES	
Buckworth, 50 p.c.	

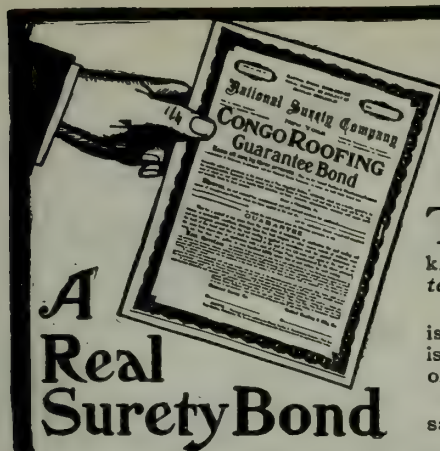
FILES AND RASPS.	
Disston's.....	Per cent
Great Western, American.....	70 and 10
Kearney & Foot, Acad.....	70 and 10
J. Barton Smith, Eagle.....	70 and 10
McClellan, Globe.....	70 and 10
Black Diamond.....	60 and 10
Delta Files.....	60
Nicholson.....	62 1/2
Jowett's (English list).....	27 1/2
Spear & Jackson (English list).....	35

FORGES	
Blacksmiths portable, 135 lbs.....	2 35

GALVANIZED WARE	
Dufferin pattern pails, 50 per cent	
Flaring pattern, 50 per cent	
Galvanized wash tubs, 45 per cent	

GRINDSTONES	
Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	

HAMMERS.		
Tack, iron, doz.....		0 35
Ladies claw, handled, doz.....		0 60
Adze eye nail hammer, 10oz, doz.....		1 25
" hickory handle, 1 lb., doz.....		6 25
" straight claw, 1 lb., doz.....		7 00
Farmers hammers, 10 oz., doz.....		5 50
Tinners setting, 1 lb., doz.....		4 50
Machinists, 1 lb., doz.....		3 50
Sledge, Canadian, 5 lbs. and over.....		0 06
Sledge, Masons, 5 lbs. and over.....		0 06



CONGO ROOFING

THE owner of a building covered with Congo has the satisfaction of knowing that his roof is *guaranteed for ten years*.

In each roll of Congo 2 ply and 3 ply is a *genuine legally binding Surety Bond* issued by the National Surety Company of New York.

This year we have guaranteed thousands of roofs to last *till 1921*.

Guaranteed Until 1921

Of course we are not going to lose—we are offering a sure thing. We know Congo will last *more than ten years*. One thing the guarantee forces upon us: it makes us extremely careful in manufacturing.

We provide, free of charge, *galvanized iron caps*, which are rust proof and will last as long as the roofing.

Send for free copy of our Guarantee Bond, a sample of Congo Roofing and further information.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.

“Safelock” Stays *cannot* Slip

This is a mighty strong selling point. It means that the fence will stand up to the hardest usage from animals or the elements and still keep its height and shape unimpaired. And the fact that the strand wires do not have to be kinked, owing to the positive permanent grip of the lock, means that every wire will stand its full strain. The “Safelock” is absolutely the strongest wire fence made—you can sell it as such and the test of time will bear you out to the letter. There's good money in handling “SAFELOCK.” Write us about the exclusive agency for your locality. Don't put it off—Write to-day.

The Owen Sound Wire Fence Company, Ltd., Owen Sound, Ont.

Western Agents: THE BRANDON



SAFELOCK FENCE CO., Brandon, Man.

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

Works, DON SPEEDWAY

TORONTO

Good Profits and Entire Satisfaction are Assured

the dealer who handles and boosts

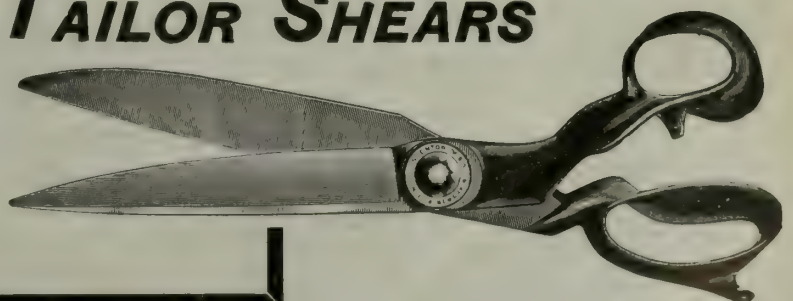
HEINISCH TAILOR SHEARS

They are made from the highest quality materials and by skilled workmen, and have a finish and temper that have enabled us to gain a reputation for which our competitors are continually striving.

We also manufacture Scissors, Tinners' Snips, Trimmers---and guarantee them inferior to none.

Get them from your jobber.

R. Heinisch's Sons Co., Newark, N.J., U.S.A.



Ramsay's Greetings

To the numerous paint dealers, one and all, who have made a success of Ramsays Paints, we greet you with the best wishes for 1912. We shall endeavor to make the coming year for you as happy and prosperous as we have done before with Ramsays Paint. To those dealers who have considered the advisability of handling Ramsays Paints, we wish you a Happy 1912, and thank you for your kindly thoughts.

To those few who are not handling Ramsays Paints, we wish you every happiness. We believe you will soon be with us, and then you will have prosperity also.

To those dealers who do not handle paints at all, but are interested in our many other lines, we hand you our thanks and hearty wishes.

To dealers everywhere, clerks and boys,

A Happy New Year

A. RAMSAY & SON CO.

MONTREAL

Paint Makers since 1842

WESTERN DISTRIBUTORS

A. McBride & Co., Ltd., - Calgary
 Revillon Bros., Ltd., - Edmonton
 Bogardus-Wickens-Begg, Ltd., Vancouver



Trade Mark Reg'd 1877

"DOMINION"

"The Crown of Quality"

Galvanized Canada Plates

"DOMINION CROWN" work up quicker and easier than ordinary brands.

Have your jobber supply them

A. C. LESLIE & CO., LIMITED

MONTREAL

LIVE AGENTS

For

Stephens

PAINTS

and VARNISHES

Make Big Money

This has been demonstrated time and time again and there is only one reason for their success, that is, the consistent high quality of these products.

When ordering from us the dealer is backed by our iron clad guarantee and our good reputation. Do not hesitate—get our prices and proposition.

G. F. Stephens & Co Limited
Paint & Varnish Makers
Jobbers of Glass Brushes Oils &c

Winnipeg

Calgary

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Northern Aluminum Co., Toronto

Ammunition
Dominion Cartridge Co., Montreal
Remington Arms Union Metallic Cartridge Co., New York

Anchors, Star Screw
Star Expansion Bolt Co., New York

Animal Traps
Oneida Community Ltd., Oneida, N. Y.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.

Babbitt Metal
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal
Tallman Brass & Metal Co., Hamilton

Bale-ties
Laidlaw Bale Tie Co., Hamilton, Ont.

Bar Iron
Henry Rogers, Sons & Co., Montreal

Bar Urns
Buffalo Mfg. Co., Buffalo, N. Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N. Y.

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto

Binder Twine
Consumers Cordage Co., Montreal
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario
The Steel Co. of Canada, Ltd., Hamilton

Bolts—Expansion
Star Expansion Bolt Co., New York

Brass, Sheets, Tubes and Rods
Tallman Brass & Metal Co., Hamilton

Brass Goods
Jas. Cartland & Son Ltd., Birmingham, Eng.

Brass-Taylor-Forbes Co., Ltd., Guelph, Ont.
Tallman Brass & Metal Co., Hamilton

Bride Rings—Galvanised, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies
Canada Wire & Iron Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto
Lewis Bros. & Co., Montreal
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Taylor-Forbes Co., Guelph, Ont.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters.
Chicago Flexible Shaft Co., Chicago

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto

Castings
Corbett Foundry & Machine Co., Owen Sound

Cattle and Trace Chains
Greenleaf, B. Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P. Q.
B. & S. H. Thompson & Co., Montreal

Chafing Dishes
Buffalo Mfg. Co., Buffalo

Chaplets
S. Cheney & Son, Manlius, N. Y.

Churns
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowsewell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Line Reels
Corbett Foundry & Machine Co., Owen Sound

Clothes Reels and Lines
Cummer Dowsewell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer-Dowsewell Ltd., Hamilton, Ont.
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Tiles
Greening, B. Wire Co., Hamilton
McKinnon Dash and Metal Co., St. Catharines
Oneida Community, Ltd., Niagara Falls.

Cuspiders
Buffalo Mfg. Co., Buffalo, N. Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crookes, Jonathan, & Son
Dorner Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinrich's, B. Sons Co., Newark, N. J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
F. W. Lamplough & Co., Montreal

McGlashan, Clarke Co., Ltd., Niagara Falls
Door Checks
Wm. Keating, Toronto
Door Hangers
F. E. Myers & Bro., Ashland, Ohio
Richards Wilcox Mfg. Co., Aurora Ill
Drills, Brick and Stone
Star Expansion Bolt Co., New York
Drills—High Speed
Alexander Gibb, Montreal
Drinking Cups.
Herc Mfg. Co., Philadelphia
Dry Batteries
Canadi n Carbon Co., Toronto
Canadian National Carbon Co., Toronto
Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N. Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
Electrical Supplies
Canadian General Electric Co., Toronto
Standard Paint Co., Montreal
Electric Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Enameled Ware
Davidson Thos. Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England
Eavetroughs
Thos. Davidson Mfg. Co., Montreal
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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton
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The Parmenter & Bulloch Co., Gananoque, Ont.
Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton
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Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
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The Curling Stone with a Personality

Designed expressly for Canadian Ice, by Mr. Jas. McDermid of Winnipeg, perhaps the best informed curler in Canada. Mac's Special have an ideal running surface, are perfectly balanced and are handsomely finished.

A stone to enthuse about.



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LONDON BAR & IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

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The World's largest manufacturers of Pure Lamp Blacks

stand behind every pound of lamp black sold under the Bear Trade-mark shown on the accompanying illustration of label.

Less than nine years ago, this firm, *as a firm*, did not exist, although the men composing it have been many years in the lamp black trade.

Since that time we have been able to secure two-thirds of the entire lamp black business of North America.

Consistent good quality did it!

A recent addition to our plant, made necessary by the increasing confidence of the trade, makes our factory the largest of its kind in the world.

We manufacture all the Standard Grades of pure Lamp Black. Our product is sold by all reliable wholesale houses.

Wilckes Martin Wilckes Company

NEW YORK, N.Y.

U. S. A.



**PLATE
LEADED
WINDOW**

GLASS

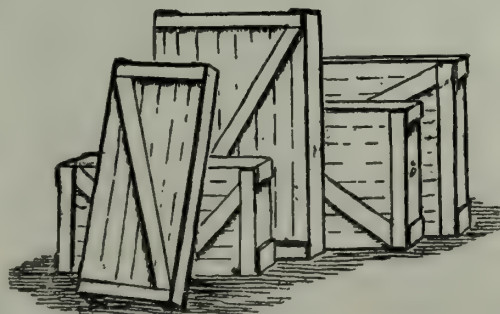
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GLASS

of every description.

Prompt shipments of

MAIL ORDERS



Complete stock of all sizes Window Glass.

Send your orders to our nearest warehouse.

The HOBBS MANUFACTURING CO., Ltd.

Factories and Offices: LONDON TORONTO MONTREAL WINNIPEG

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Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

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FOR SALE—First-class hardware and tinmith business in good country. Stock about \$4,500. Owner going west. Apply R. C. THOMSON, Melbourne, Ont. (52)

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WANTED—Partners by established wholesale cutlery firm. Only reliable, ambitious men, with some means and A1 references, need apply. Box 616, **HARDWARE AND METAL**, Toronto. (52)

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A want ad. in this paper
will bring replies from
all parts of Canada.

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HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

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In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men

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Hardware and Metal

MONTREAL TORONTO WINNIPEG

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.



It may sound incredulous to some dealers when we say the best season for selling paint is right now and will continue for the next six months.

Winter's chill, centers the family interest in the home and its decoration. No expense within the reach of the family pocket book will be spared to make home attractive and to allow the individual members to contribute their "labor of love."

There are some finishes about which the family needs a little education and is all that is necessary to turn your dull paint season into the busiest of the year.

Senour's Floor Paint and our high grade household paints are more in season now than at any other time.

To more familiarize the public with the use of our household paints we have prepared a series of advertisements for use in your daily papers.

These advertisements were produced at great expense and will bring a large volume of business to your store at the time you most need it.

We have many other ways of creating business for our dealers.

If you are a Martin-Senour dealer take advantage of this opportunity by stocking our seasonable goods, if not, ask us about our proposition today.

THE MARTIN-SENOUR CO., Limited

Pioneers Pure Paint

MONTREAL

CHICAGO

WINNIPEG

IT STANDS ALONE

DOUGALL VARNISH has no companions, it stands alone in the varnish trade, because there is no varnish which can approach it in quality or durability.

This does not mean that it has no friends—every person who has ever used DOUGALL VARNISH is numbered as a friend, and these increase every day. Quality will win out every time, and DOUGALL VARNISH is now recognized as being at the top of the tree in the varnish world.

You should take advantage of this, Mr. Dealer—the business is there for you—are you in a position to take advantage of it?

THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Company, Limited

J. S. N. Dougall, President

305 Manufacturers Street,

Montreal, Canada

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.

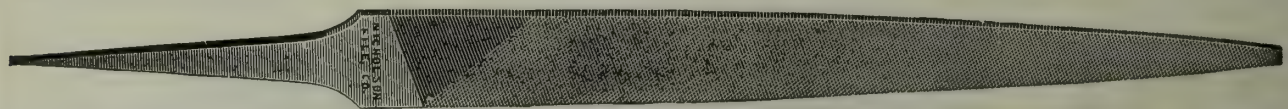
Moore's House Colours

One of the famous MOORE LINE, made in Canada. These colours have for years held their own against a host of rivals because of the purity of their ingredients, and the care and skill used in their manufacture. The retailer gets a first-class paint at a reasonable price, because we don't spend immense sums on magazine advertising. Our policy is to put all the money into the paint and to leave it to advertise itself. If you are not yet handling the MOORE LINE, we would like to send you colour card and prices. A trial order will convince the most sceptical. Write to us to-day.

Benjamin Moore & Co., Limited

WEST TORONTO

New York Cleveland Chicago



Special Steel--Special Methods and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada:

"AMERICAN"
"EAGLE"

"ARCADE"

"McCLELLAN"

"GREAT WESTERN"

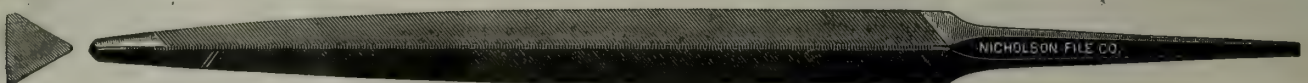
"KEARNEY & FOOT"

"GLOBE"

"J. B. SMITH"

Sell these and you sell the best.

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.



JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

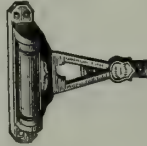
Original Patentees and Manufacturers of
**CARTLAND'S PATENT HELICAL, CLIMAX
AND RELIABLE DOOR SPRINGS**

DOUBLE ACTION



5753 IRON
3 in..... 4/3
4 "..... 6/-
5 "..... 8/6

5754 BRASS
3 in..... 6/9
4 "..... 10/-
5 "..... 14/-
per pair.



5355 IRON
4 in..... 23/6
5 "..... 32/-
6 "..... 40/-

5356 BRASS
4 in..... 40/-
5 "..... 53/-
6 "..... 65/-
per dozen.



2401
With 2 in.
Shoe.
18/- each



2800
With 2 in.
Shoe.
20/- each

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on
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'1912'

Cultivate your customers' good-will and that of your Prospective Trade during 1912. No asset is more valuable. You can retain the good-will of your customers and create new trade by featuring

International Varnishes

They are just as good as money, time, skill and experience can make them.

Here are a few profit-producing leaders :



Satinette

White Enamel

KLEARTONE
Acid and Oil Stains



Floor Finishes



Floor Finishes

All International Products are sold in full Imperial Measure Cans.

MADE BY THE

INTERNATIONAL VARNISH CO. LIMITED

Canadian Factory of Standard Varnish Works
TORONTO WINNIPEG

New York
Chicago
Cleveland

London
Brussels
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I 38

An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

It is the safest and most convenient ladder for painters and contractors as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The
Stratford Mfg. Co.
Limited

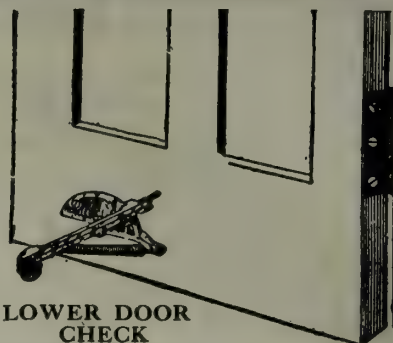
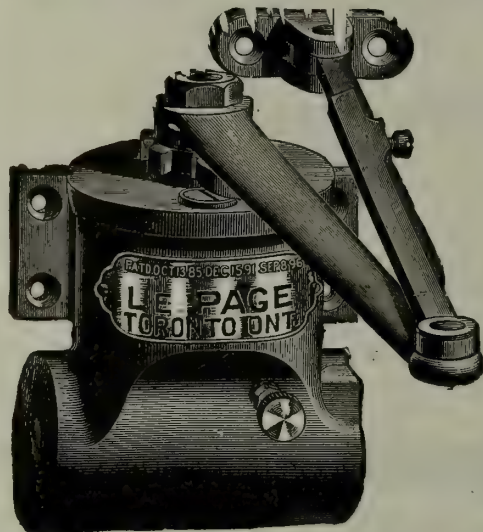
Stratford - - Ontario



Start the New Year RIGHT

by putting in a stock of articles that give absolute satisfaction to your customers and bring YOU good profits.

The "LE PAGE" Patent OIL DOOR CHECK and SPRING



The "Le Page" Patent Oil Door Check and Spring makes every user enthusiastic and will form a strong foundation for a successful 1912.

It is the only door check made without packing in its working parts, assuring absolute freedom from packing friction.

You can realize their true value when the Toronto Public Schools, Eaton's, Simpson's, etc., use them exclusively.

We guarantee "Le Page" checks and springs to give perfect service.

We will send one on trial to any responsible dealer. Write us at once.

WM. KEATING

266 MACDONALD AVE.

TORONTO

Goodell-Pratt's

The Bench Grinders which always give satisfaction.

You need never hesitate to recommend this make highly. Your customer is sure to get long and satisfactory service from them.

Push Goodell-Pratt Grinders

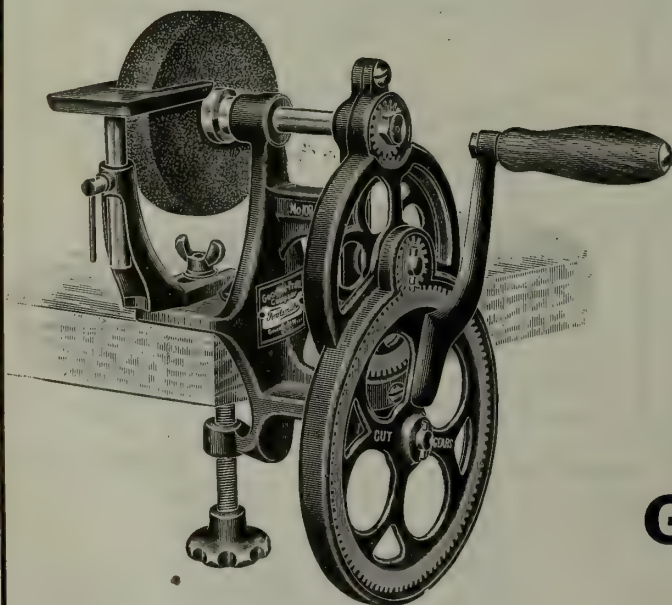
Their sale will increase your reputation and your profits.

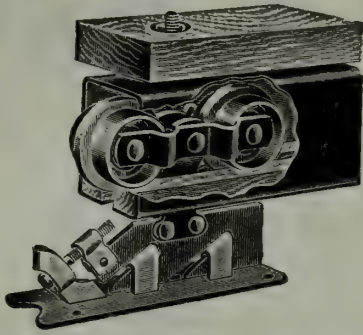
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Toolsmiths

GREENFIELD,

MASS., U.S.A.





Richards Royal

House Door Hanger is recognized by dealers as the leader in house door hanger construction.

Live dealers sell RICHARDS ROYAL for the satisfaction and profits it brings.

Are you getting this profit?

Richards-Wilcox



MANUFACTURING CO.
AURORA, ILL. U.S.A.



Door Hangers and Hardware Specialties

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.



The L. MARTIN CO.

Manufacturers of the
Highest Standard Lampblacks
for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

THE R. McDOUGALL CO., Limited
CALT, CANADA

If you
want to
handle

WIRE NAILS

of superior
quality,
consult us
at once.



We are in a position to meet every requirement, as we have the latest machinery which turns out perfect nails—these nails are guaranteed to be full weight.

For baling purposes, we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER

THE LAIDLAW BALE-TIE COMPANY, LIMITED,
HAMILTON, - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

MYERS PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Steel Sheets for Deep Stamp-
ing and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A.
Sheets, also Galvanized Canada
Plates.

Makers

W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for
hurried machine repairs.

All machine shops and railway
shops should have it.

Bridge builders, track layers,
and structural metal workers
have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - ONTARIO

New Era Paint

Be prepared for
the Spring
painting season
by stocking this
paint NOW —
be prepared to
give absolute
satisfaction to
your custom-
ers.

THE LASTING QUALITY

of this high-grade paint
is beyond comparison,
yet it sells at a price
that appeals to every
paint buyer, yielding
the dealer a good
profit.

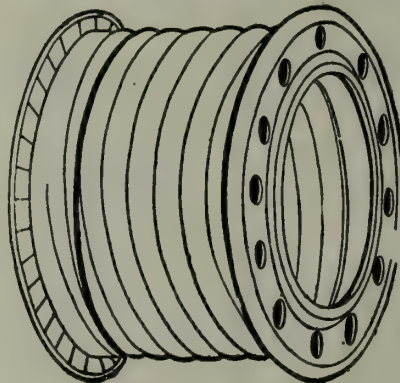
Do not hesitate
about writing
for circulars
and prices —
every can of
New Era Paint
is guaranteed.
Let us hear
from you at
once.

Standard Paint & Varnish Works Co., Ltd.
WINDSOR, ONT.

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

O.K. THIMBLES



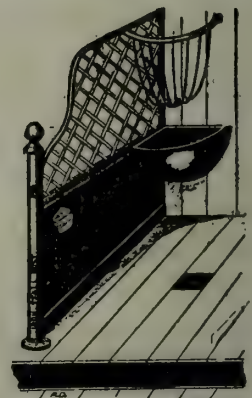
Every new house in your town means a pros-
pect for several O.K. Stove Pipe Thimbles.
You should carry a good supply in stock and
be ready to supply them when wanted.

O.K. Thimbles are made for both floors and
partitions. They can always be put in place
instantly. Your customers will prefer them to
any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

IRON STABLE FITTINGS



Send for Illustrated Catalogue and
discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

When writing advertisers kindly men-
tion having seen the advertisement in
this paper.

Mention this paper when writing
Advertisers.

CARPET WHIPS



No. 1 Single Loop

Wire clinches over end so handle can't come off.

Length 32 inches. Weight 5 lbs. to doz.

ASK OUR REPRESENTATIVE FOR FURTHER PARTICULARS.



No. 2. Double Loop for Rugs, Mats and Cushions. Length 21 inches. Weight 6 lbs. to dozen.

No. 3. Double Loop Carpet Whip. Length 32 inches. Weight 9 lbs. to dozen.

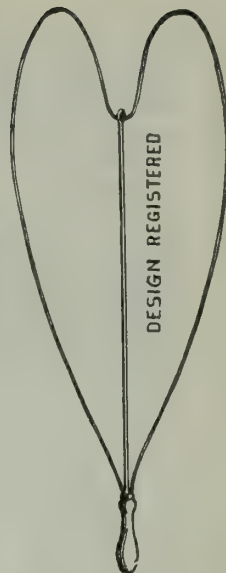
The "ANTON"

With loaded balancing handle.

Wire set in lead core and clinched, so handle won't come off.

Length 36 inches. Weight 10 lbs. to doz.

WRITE IN TO US FOR PRICES.



MANUFACTURED BY

E. T. Wright & Co.

(H. G. WRIGHT)

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This Combination Makes the Safest Shaving Outfit Obtainable—Boker's "Radium" Finest Concaved Razor With Adjustable Guard



With one of these guards and a Boker Razor you have a shaving outfit that will last a lifetime. Impossible to cut yourself with this guard.



Fits every Boker Razor, made of German Silver Nickel Plated. Neatest and most substantial Razor Guard on the market.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO

and

VANCOUVER, B.C.

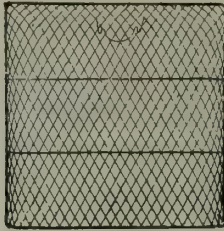
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You will make no mistake in carrying a stock of our standard sizes of Spark Proof Fire Guards.

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We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

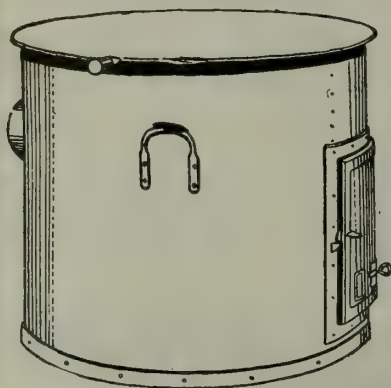
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Saves Coal, Health, Time and Worry—Keeps even temperature in the House—Profitable line for the Hardware and Stove Trade—No stock to carry—30 days' free trial to your customers.

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These cookers are indispensable to farmers, butchers or stockmen. Grains that are useless for other purposes, by the use of the cookers are made as valuable as the best marketable product. Made in 7 sizes for burning wood. Nos. 20, 30, 40, 60, 75, 90, 120. Grates for burning coal supplied when ordered.

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Special Milled Work
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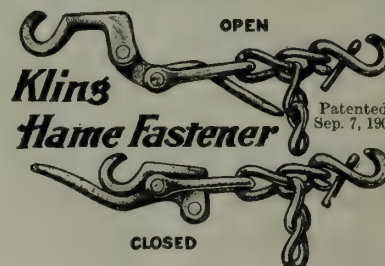
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Sole manufacturers of the Klingsnap and Kling Hame Fastener.
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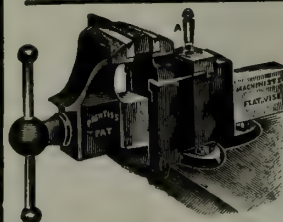
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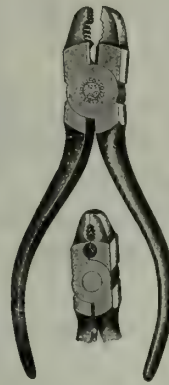
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We are the sole agents for the Dominion of Canada of the famous, well-known line of Peter Ludwig Schmidt, Elberfeld, Germany, with the trade mark Square and Compass, which stands for quality.

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Will bring you satisfied customers and profitable business.

Sold with our "money back" guarantee.

The highest grade pliers are the cheapest in the end.

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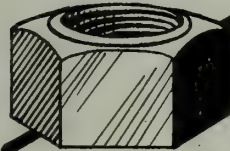
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KNIVES, RAZORS, &c.**

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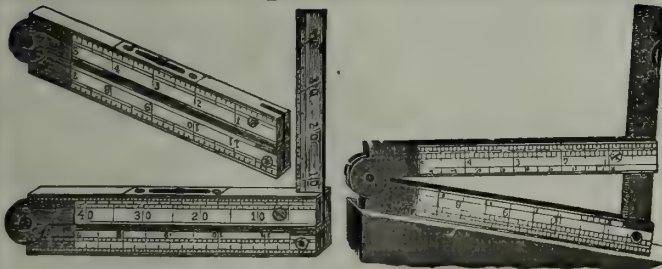
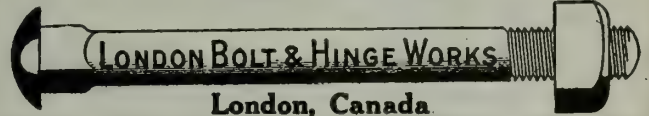


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SQUARE AND HEXAGON

We make a specialty of sizes for $\frac{3}{4}$ in. to $1\frac{1}{2}$ in. bolts

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STEPHENS' PAT. COMBINATION RULE

Level,
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A Fine Tool.

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Gypsement—the plaster for quick repair work—is a prepared Hardwall, no sand required.

Plaster Board—the fireproof and sound proof plaster lath.

The "Empire" Brand of Wood Fibre, Cement Wall and Finish Plasters.

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Avoid imitations of our

CUTLERY

By seeing that this exact
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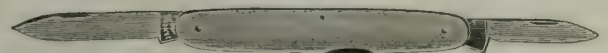


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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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Battery Zincs, Fuse Wire, Wire Solder

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Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
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Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
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All Foundry Supply Jobbers.

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The Best Door Closer is
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Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and hastens the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
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PRIEST'S CLIPPERS
BALL BEARINGS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
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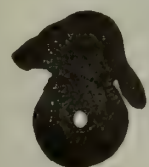
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Castings of all Kinds.

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No rink is complete without a J & R Rink Ice Scraper, just scrapes up the Ice, no brooms required, write

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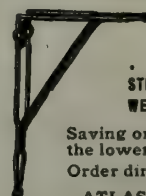
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CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
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SASKATOON, WESTERN CANADA.

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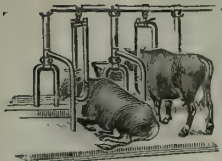
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STRONGEST and CHEAPEST on the market.
WELL ADAPTED, STRONG and LIGHT.

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will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear lose.

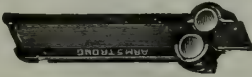
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are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalogue

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We make Trucks for every purpose. Catalogue and Prices for the asking.

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WE MAKE A SPECIALTY OF
WIRE SPRINGS

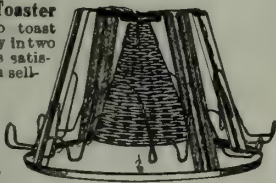
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Jim's Wire Cone Toaster enables the user to toast five slices beautifully in two minutes and always satisfies. It is a certain seller—write for prices.

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DIAMOND CLEANSER
MAKES EVERYTHING GLITTER

Discount to jobbers. 1/2 and 1 pint sizes. Requires no shaking. Will not discolor.

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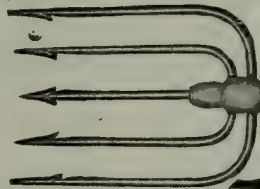
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point the way to increased sales. They are real "live wires" in the Sporting Goods line. No stock complete without them. Made in weight and sizes for all purposes

No. 27

Write for illustrated circular and jobbing prices.
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"ACME"

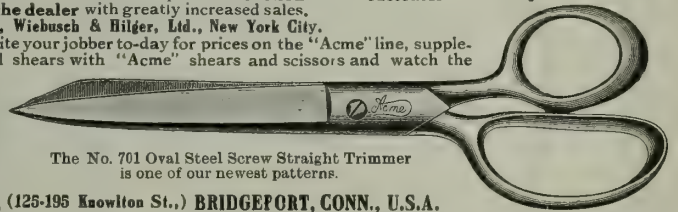
are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells satisfaction to the customer at a low price and a handsome profit to the dealer with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

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The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



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A. SHAW & SON, - London, Eng.
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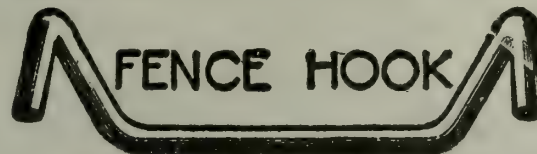
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For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

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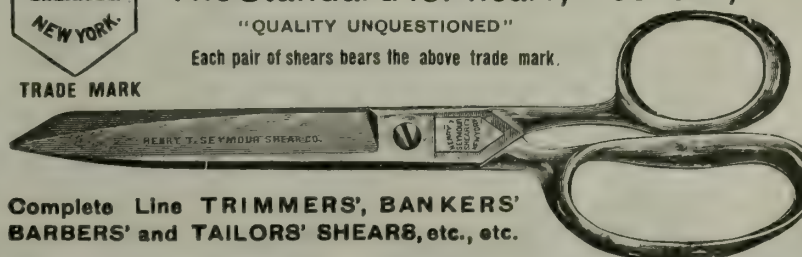
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The Standard for nearly a century

"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.

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Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

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Simple!
Durable!
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Will
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Any Kind
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Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

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Is the Name Synonymous with the Strongest,
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The one in which all possibility of defect through faulty links has been eliminated.

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Are made for a great variety of purposes and are guaranteed to meet every requirement for which they are sold.

We make them up for Halter, Dog and Kennel Chains, Tie-Out Chains, Trace Chains, Cow Ties and for various manufacturers' requirements.

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Every purchaser of a BANNER Cold Blast LANTERN can obtain a complimentary CALENDAR by filling in and mailing the coupon found in the LANTERN.

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For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

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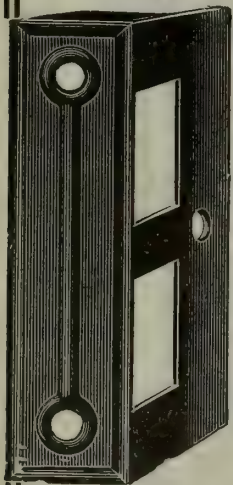
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M. & L. Samuel, Benjamin & Co.

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NATIONAL Steel Rim Locks



have, through their past service, proved that they are the easiest operated, most durable, and absolutely the safest on the market.

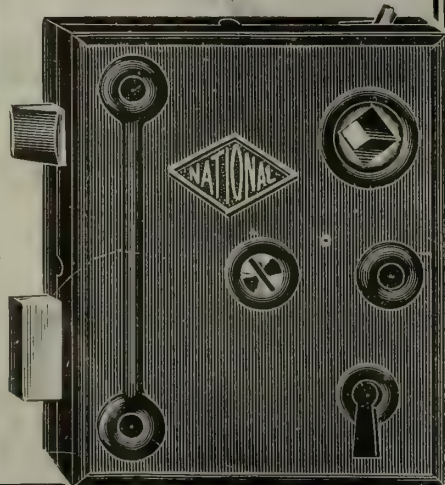
They cannot get out of order, as they are extremely simple and extra strong where strength is most needed.

If you do not know the National Lock, get acquainted, it means more money for YOU.

Order from your jobber.

National Hardware
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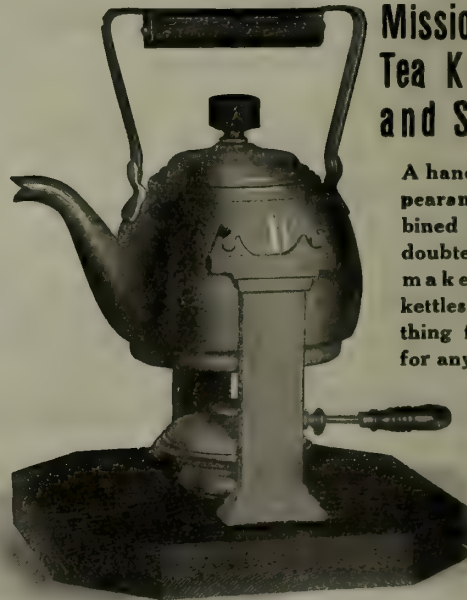
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"The Cup That Cheers, but not Inebriates"

in perfection for all who use our

**Mission Style
Tea Kettles
and Stands**



A handsome appearance, combined with undoubted utility makes these kettles the very thing for a gift for any occasion.

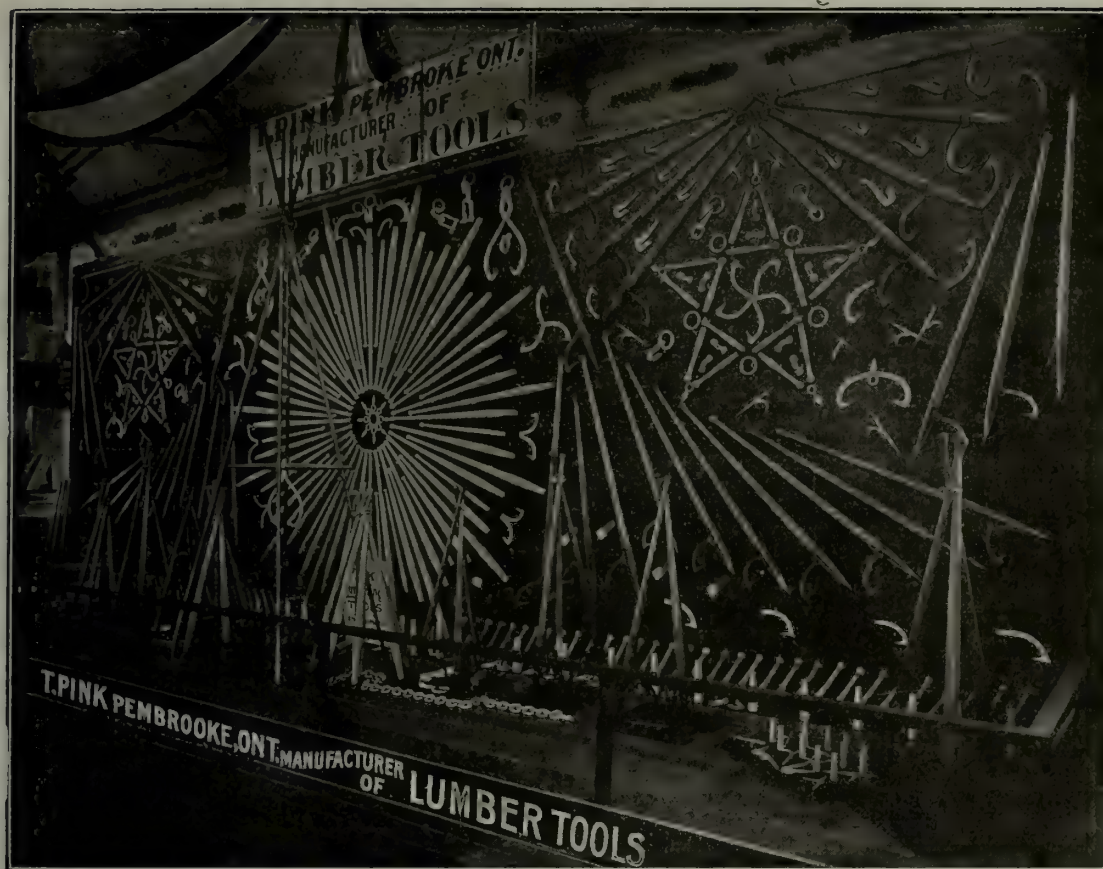
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Send for our complete Catalogue

The Buffalo Mfg. Co., Buffalo, N.Y.

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Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

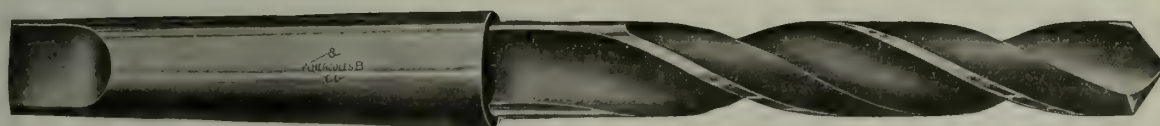
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kinds of lumber
tools.

Light and Durable
Send for catalogue
and price list.

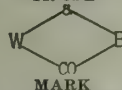
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Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Hot Twist Adds Life To The Drill



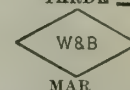
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Bear These Marks

The Steel Is Undisturbed In "HERCULES" Twist Drills

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The strength of a drill is in the steel. If the steel loses its strength during the process of manufacture, the drill suffers.

"Hercules" Drills are twisted while hot from Vanadium Steel. This process leaves the steel undisturbed and retains its original toughness.

These drills hold out longest between

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The taper shanks, usually one size larger than ordinary, prevent tang troubles and give a greater driving power because the drill fits into the chuck firmly and in the centre.

Your jobber will supply them or you can send order direct. Send for Catalog 74-C.

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ST. CATHARINES, ONTARIO

Stocks carried at Winnipeg and Montreal

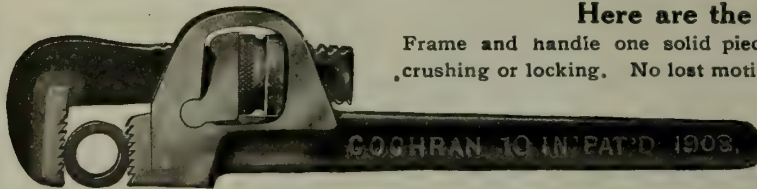
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because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests. As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from $\frac{1}{2}$ to 30 gallons.



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Here are the points. You be the judge.

Frame and handle one solid piece. Indestructible rocker in place of frame pin. No crushing or locking. No lost motion. Perfect grip and release. Proof against all side-pull injury. Drop forged jaws of highest grade tool steel adaptable to wrench manufacture.

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa

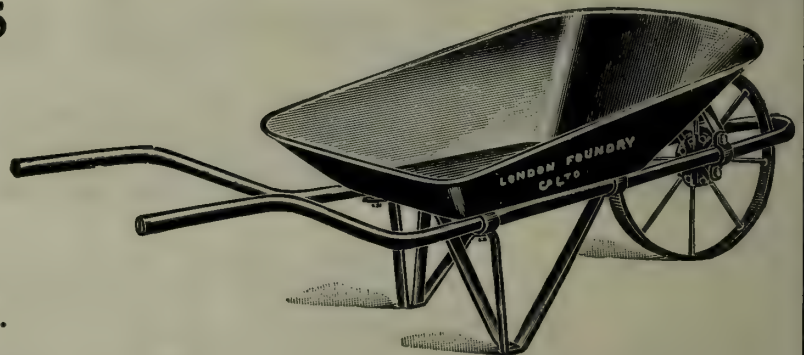
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We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

Send for Illustrated Catalogue

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London - Canada

Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent



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Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

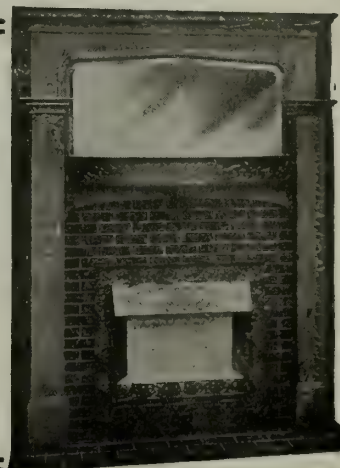
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



When "CANADA" Cement is Specified

the builder is assured of uniform strength, fineness, color and setting qualities. Rigid tests, under the supervision of our general superintendent and general chemist, maintain this high standard of quality.

Each barrel is guaranteed to weigh full 350 pounds (gross) the maximum cement barrel weight.

Mills in all parts of Canada enable us to make prompt delivery.

Being in competition with, and controlled by the market for such materials as steel, wood, clay products and natural stone, the price of cement is governed by conditions. At present these permit of a high grade material at a very reasonable price.

Specify "Canada" Cement for buildings, bridges and concrete blocks, and be sure of satisfaction.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.

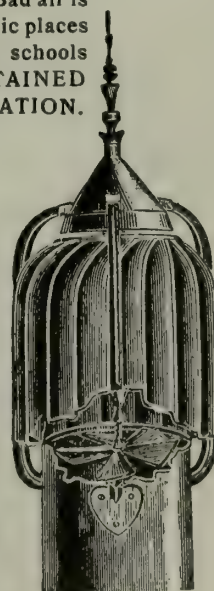
MONTREAL, JAN. 21st, 1909
J. W. HARRIS MFG. Co., LTD.,
Montreal.

GENTLEMEN:

Your favor of 11th inst. received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done good service and is working well.

Yours truly,
EDWARD MAY,
434 Elm Ave.

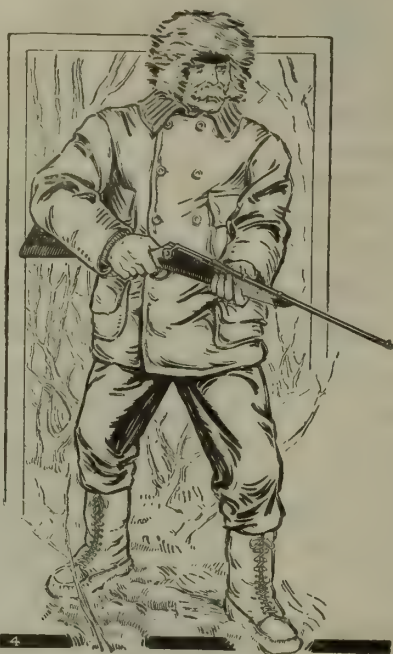
Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filters, etc.



The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



INCREASING WEALTH IN CANADA FAVORS THE SALE OF HIGH GRADE RIFLES

Don't be afraid to show the Ross "High Velocity" which retails at \$75.00.

You may not appreciate the fact that there are a great many people in Canada who want the best and who are willing to pay for it.

The Ross "High Velocity" is the aristocrat of Sporting Rifles and is in the lead for power, mechanical perfection and style.

Discounts on application.

Ross Rifle Company

Quebec, Que.

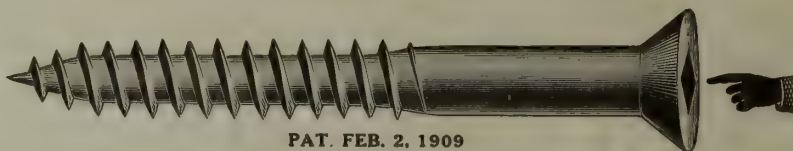
ROBERTSON WOOD SCREWS

SOCKET HEAD



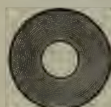
The hardwareman who is wide awake can make excellent profits by boosting this new wood screw.

The square hole, into which a specially made screw driver fits, has become extremely popular with every user. With this the wood-worker can do the work in less time and without danger of destroying the wood, as the screw driver cannot slip.



We are also manufacturers of Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire, etc.

Write for catalog and prices



The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street - - F. J. Schuch, Agent



BLACK DIAMOND TARRED FELT

Is a necessity for every up-to-date house because it keeps the house warm in winter and cool in summer.

It is made of the highest-grade material and guaranteed to last as long as the house on which it is used.

We also make a full line of wrapping papers.

F. J. COX, - WINNIPEG
WESTERN AGENT



Still's Axe Handles

This name, **STILL**, will be your guarantee that you are handling goods of the highest quality.



Try selling nothing but "quality" goods---
STILL'S AXE HANDLES
and see how it pays you!

Write for Prices

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, - ONTARIO



Stanley Tools

We have recently added to the many Scrapers that we manufacture
TWO NEW DESIGNS

No. 81—For Fine Cabinet Work. This tool is nickel-plated, adjustable, and has a detachable rosewood face. Blade is 2½ inches in width. This is a splendid tool for very fine work. List price, **\$1.50** each.

No. 82—Specially designed for scraping hardwood floors. It is adjustable and the blade can be tilted to practically any angle for working in corners and inaccessible places. Width of blade, three inches. List price **\$1.05** each.

Look for the name **STANLEY** on every tool. It is a guarantee of the highest class of workmanship and material.

Send for Catalogue

Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear
this Trade-Mark

LUFKIN

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY **THE LUFKIN RULE CO. OF CANADA, LTD.**
ALL JOBBERS. **WINDSOR, ONT.**



CATALOGUE
ON REQUEST

TRADE MARK

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals

TRADE MARK

Awarded
By JURORS at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

TRADE MARK

GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

TRADE MARK

EKERT PROCESS

RADIUM

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service,
nothing to equal them has
ever been made.

Manufactured solely by
THE CUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED
Toronto Montreal Halifax Winnipeg Calgary Vancouver

"HOMCO" BRAND

Soya Bean Oil

Crude or Refined
English Manufactured

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

INSURE YOUR BUSINESS

against loss of customers and
profits because of goods of
inferior quality by ordering

STANLEY'S

WROUGHT STEEL

BUTTS and HINGES

TRADE

THE GUARANTY OF QUALITY

S.W.

MARK

Stamped on the Foods
Printed on the Labels

THE STANLEY WORKS

NEW BRITAIN CONN. U.S.A.
CANADIAN REPRESENTATIVE
A. MACFARLANE MONTREAL

WATCH FOR NEW COVER NEXT WEEK

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg.
New York: 115 Broadway.

Toronto: 143-149 University Ave.
Chicago: 140 S. Dearborn St.

Winnipeg: 34 Royal Bank Bldg.
London, Eng.: 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, DECEMBER 30, 1911

NO. 52



E. DICKINSON'S
CARVERS
CASED GOODS
TABLE CUTLERY
CUTLERY
TRADE MARKS
THE MURRAY
THE INVICTA
EL DORADO
CAMBRIDGE & CO.
ENGLAND
SHEFFIELD
BUTCHERS'
HUNTING &
POCKET KNIVES

Our Best Wishes
for
A Happy New Year

May the best year you have had
be your worst in the future.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

"WOODYATT" LAWN MOWERS WILL MAKE FRIENDS WITH ALL BUYERS

because they are easy running, very durable, highly efficient
and medium priced.

We want you to
sell this mower as
we know that you will
endorse it as a money
maker and satisfaction giver.

It is absolutely guaranteed against
imperfection. If your jobber does
not handle the "Woodyatt" write us
direct for information.

Don't fail to give this machine a trial.

By recommending the "Woodyatt" to your trade
you will not only ensure satisfaction, but will also
reap a profit worth while.

The "Woodyatt" has secured a reputation
through reliability and efficient
service, and has the greatest
demand of any Lawn
Mower on the
Continent.

Taylor-Forbes Company, Limited
Guelph, Ont.

REPRESENTED BY:—Taylor-Forbes Co., Ltd.—246 Craig St. W., Montreal;
H. G. Rogers—53½ Dock St., St. John, N.B.; W. A. MacLennan—Vancouver,
B.C.; J. B. H. Rickaby—Victoria, B.C.; H. F. Moulden & Son—Traveller's
Bldg., Winnipeg; Canadian United Mfrs. Agency—London England.



See page 40-41 for special announcement



A Stock of "Plymouth" In Your Store—

Means a great deal more for your business than the profit on rope sales. PLYMOUTH Manila rope *attracts* trade and sells itself—together with the many other lines that sympathize.

"My customers drive twenty miles to get the ship trade-marked rope," a dealer writes us. "If they come for a hay-rope, they buy pulleys as well—if they want a well-rope, they also want a bucket. But it's *the rope* that *brings them*."

PLYMOUTH ROPE

"The Rope You Can Trust"

is not merely "one of the ropes" but is, instead, *the one best rope*; a high-grade specialty, offering more strength to stand strain, more length to the pound, and more durability than any other rope on the market. PLYMOUTH rope draws trade that might go elsewhere.

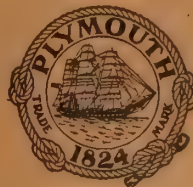
The heaviest demand is always for *best quality*. Many dealers have learned the wisdom of handling PLYMOUTH alone. If you have not, tell your jobber to send a few coils for you to put in stock as a test.

INDEPENDENT CORDAGE CO., LTD.

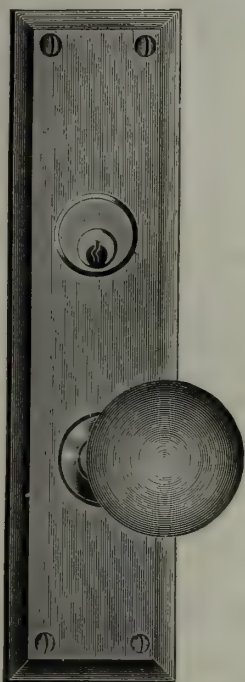
Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

<i>Stocks at</i>	TORONTO	MONTREAL	HALIFAX
	ST. JOHN	WINNIPEG	VANCOUVER



Mr. Hardware Merchant



If you want quality,
combined with price,
you cannot do better
than to buy

B. H. & L. Mfg. Co.'s

line of

Builders' Hardware

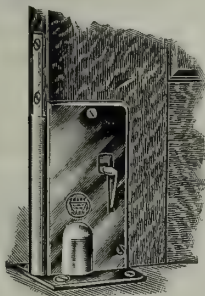
We especially re-
commend to you our
bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED ONTARIO



TRADE BUIDLING

Have you a stock of Spring Hinges that
have distinctive selling features which your
salesmen can offer and which would make
the prospective purchaser
buy them and no other? ■



Chicago "Relax" Spring Hinges

are in great demand. They
are substantial in construc-
tion and readily applied.
The EXCLUSIVE FEAT-
TURE of spring action
release, allowing the door

to be placed at any desired position and auto-
matically re engaging when the door is
closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes
the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO



NEW YORK

These Two "YANKEE" TOOLS

are Catching the Mechanics

Same tool as the popular No. 30, but
with a Spring inserted in the Handle
to drive the spindle back quickly,
ready for the next push. A great
advantage for overhead work or
where only one hand can be
used. Takes all the Attach-
ments used in the
No. 30.

**Quick Return
No. 130**



"YANKEE"

Push Brace No. 75

Bores $\frac{3}{8}$ " holes in any kind of wood
in half the time of a Bit-Brace and
does it easier. Drives and draws screws---
takes all the small tools and works in close quar-
ters where a Bit-Brace cannot be used. Bearing down
on the Handle drives it with that quick and easy motion of
the "Yankee" Spiral Driver. **These Are the Coming Tools.**

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



FAIRBANKS-MORSE ECLIPSE PUMPER

Will fill a long felt want of the farmer. It renders him independent of the wind for supplying water to his cattle.

A guaranteed Fairbanks-Morse engine is part of the outfit which can be attached to any pump. This device will pump 1140 gallons per hour against 140 foot head, with the consumption of only one pint of gasoline.

The engine may, with very little trouble, be used also to operate a separator, churn, food cutter, and for many other purposes, where small power is desired.

Every dealer can find a ready sale for this Eclipse Pumper in his own district. The reasonable price is enough to cause every farmer to desire to own one, and besides that there is a handsome profit for the dealer.

Prices and full particulars on application.

SEND FOR CATALOGUE

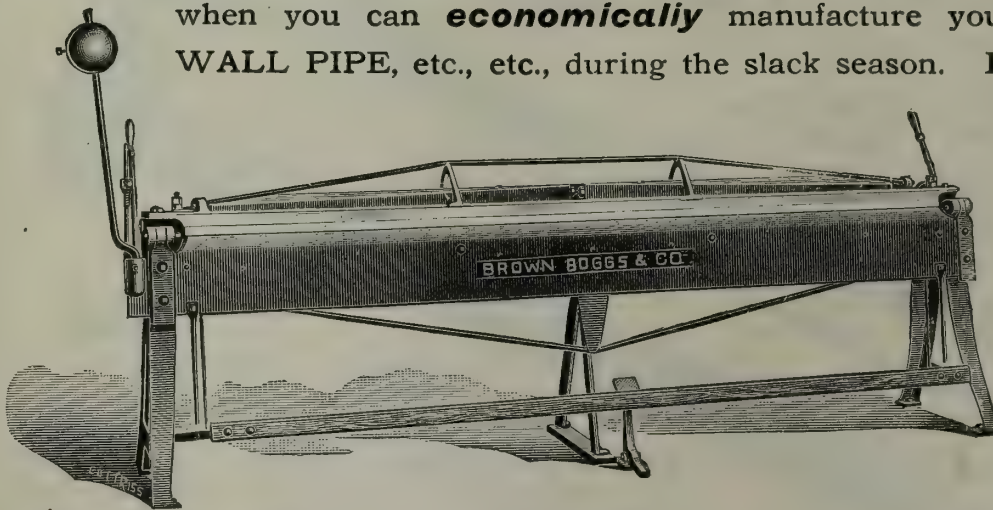
The Canadian Fairbanks-Morse Co., Limited

Fairbanks Standard Scales, Fairbanks-Morse Gas and Gasoline Engines, Safes and Vaults.

ST. JOHN MONTREAL TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

THE TIME IS AT HAND

when you can *economically* manufacture your EAVE-TROUGH, WALL PIPE, etc., etc., during the slack season. BUY A BRAKE and



keep your men employed and REDUCE your LABOR EXPENSES. The price is a MERE TRIFLE compared with RESULTS.

The Brown-Boggs Co., Ltd.
HAMILTON, CANADA

Tinsmiths' Tools, Sheet Metal Workers' Tools, Presses, Etc.



Christmas Greeting

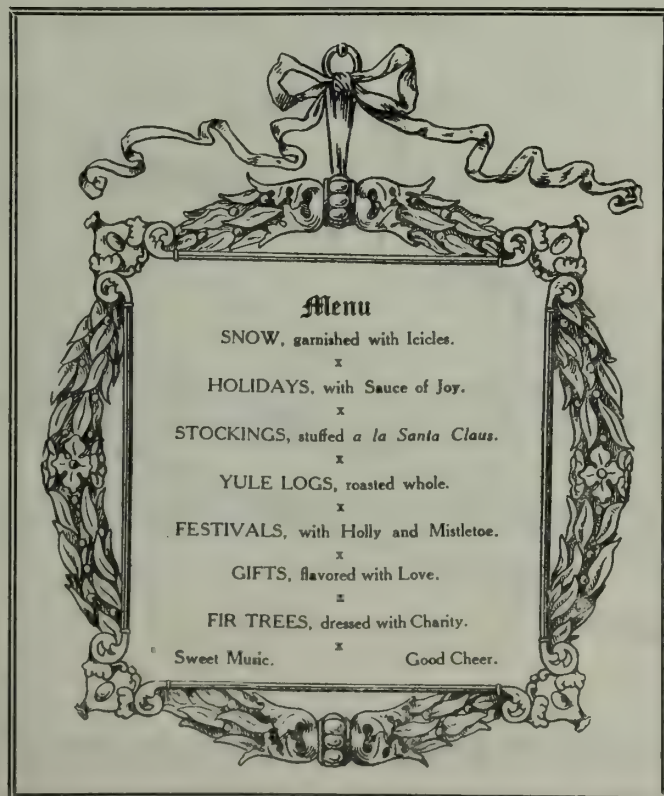
To the Hardware Trade

We wish you ALL much joy and happiness at this season, which marks upon the Christian Calendar the sublimest event in the history of man.

It is at this season we rest from our labors and give ourselves over to a feeling of good will toward men and direct our efforts toward making others happy—to the giving and receiving of tokens of loyalty, friendship and love.

“ May your cup of joy run full ”

As good food for the mind is as wholesome as good food for the body, we commend to your earnest consideration the Menu given below, which we found in a recent issue of The Canadian Courier.



“Peace on Earth---Good will toward men”




LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER





Christmas and New Year's Greetings



We Wish Our Many Customers
and Friends

A
Merry Christmas
and a
Happy and Prosperous New Year

Frothingham & Workman
LIMITED

WHOLESALE HARDWARE AND METAL MERCHANTS

MONTREAL, - CANADA.





We Wish All Customers and Friends
a Bright and Joyful Christmas, and
trust that each one may have a
happy, prosperous New Year.

Caverhill Searmont & Co



The
Steel Company of Canada
Limited

Soft Basic Open Hearth
S T E E L B A R S

Excel in Toughness, Softness, Strength,
Ductility and Ease of Welding.

HORSE SHOES

HORSE NAILS

W R O U G H T P I P E

MERCHANT, BLACK and GALVANIZED

WOOD SCREWS

MACHINE SCREWS

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods,

WIRE OF ALL KINDS :: FIELD FENCING
PUTTY, SHOT, LEAD PIPE, WHITE LEAD

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

H. G. Rogers, St. John, N.B.

J. B. H. Rickaby, Victoria, B.C.

Geo. D. Hatfield, Halifax, N.S.

Merry Christmas



The Compliments of the Season to
all our Friends and Best Wishes for
A Merry Holiday Week.

May the Holiday be as full of satisfaction to you as it will be to us.

H. S. HOWLAND, SONS & COMPANY, LIMITED

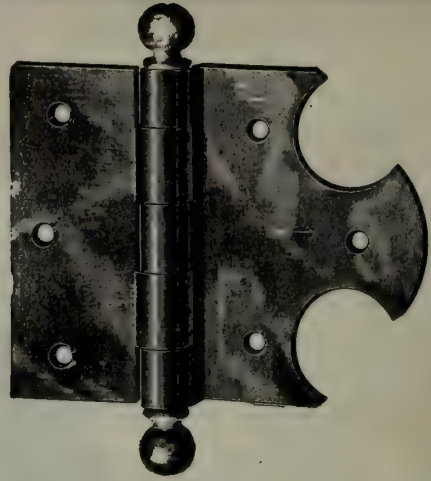
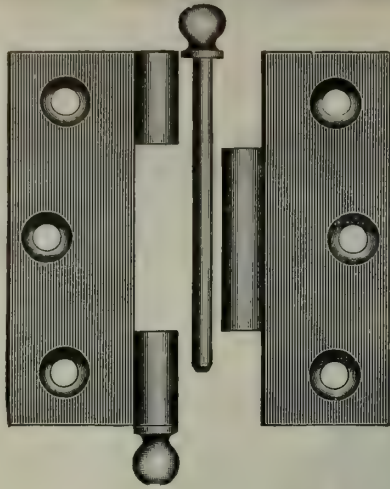
WHOLESALE HARDWARE

TORONTO

WE SHIP
PROMPTLY

Graham Nails are the Best

OUR PRICES
ARE RIGHT



SOME IDIOT

ONCE SAID:—"A HINGE IS A HINGE—QUALITY COUNTS FOR NOTHING."

- ❑ Don't you often think of the sales you lost to the concern down the street?
- ❑ In a majority of cases wasn't the would-be customer after a superior article than what you had in stock?
- ❑ Don't content yourself with an inferior grade in builders' hardware.
- ❑ Stock up with "Crescent Brand" Goods—then you'll have the best and can sell the best.

FOR SALE BY ALL THE LEADING WHOLESALE HARDWARE HOUSES.

Canada Steel Goods Co., Hamilton, Canada

In This

Hero Quality

OILER

The following advantages are evident:

1. The Hero Standard Opening of $1\frac{1}{2}$ inches is generous and ample.
2. The plate, being turned in at the mouth, presents a smooth doubled surface against the Washer, instead of the usual rough-cut edge, thus obviating any possibility of cutting it.
3. Double-Seamed Top and Bottom—no leaks.
4. The advantage is the CAPACITY— $9\frac{1}{2}$ ounces.
5. Can be furnished Copper-Plated or Enameled if desired.

Your Jobber has them.

The Hero Manufacturing Company

KENSINGTON

PHILADELPHIA, PA., U.S.A.



No. 1100 (Straight Spout)

No. 1101 (Bent Spout)

With best wishes
for A Merry
Christmas and A
Happy and Pros-
perous New Year



Make Your Store Known To the Users of Game Traps



Professional Trappers and Boys who want to trap will be attracted by this window display. It will call attention to your store in an unusual way and will bring you big sales. Yet the cost of materials in this display is **Less than \$2.00.**

For cards and information for putting up this window, write

ONEIDA COMMUNITY, LTD. - NIAGARA FALLS, ONT.



*We take this opportunity of
extending to our friends our
cordial wish that they may
enjoy a Merry Christmas
and all prosperity in the
New Year.*

The Thos. Davidson Mfg. Co.
Limited
MONTREAL WINNIPEG

"GET A RECEIPT"



8898 NOV.19

★D 77.77

PETERBOROUGH
HARDWARE
COMPANY
PETERBOROUGH

Return This Check
In Case Of Error
It Is Your Receipt

Putting a Receipt in Every Parcel Benefits the Customer

- It prevents disputes. Prevents overcharging.
- Prevents mistakes in change. Stops mistakes in charge accounts.
- Insures a proper record of money paid on account.
- Gives information about special sales and new lines of goods handled by the merchant.
- Protects children and servants by giving them a receipt to take home.
- Shows which clerk waits on each customer, and in case goods are exchanged proves the price paid and date purchased.

National Cash Register Receipts protect millions of customers daily against mistakes and carelessness.

Considering the material, workmanship, and what they do, National Cash Registers are the lowest priced machinery made. They sell from \$13.00 to \$870.00.

Putting a Receipt in Every Parcel Benefits the Merchant

- It stops mistakes. Stops losses. Removes temptation.
- Increases trade. Increases profits.

BECAUSE It enforces a correct record of

All cash sales. / All credit sales.

All money received on account and all money paid out.

- It wins the confidence of the public. Makes every sale advertise your business. Satisfies customers.
- Makes each clerk responsible for the way he serves customers.

Every merchant's success depends on whether his methods of handling his business gives the above results.

National Cash Register Receipts protect hundreds of thousands of merchants daily.

Ask for complete information about the "Get a Receipt" plan. Write

THE NATIONAL CASH REGISTER CO.,

F. E. MUTTON, Manager for Canada
285 YONGE STREET, TORONTO

136



Protect your show-cases by
using the

BRANTFORD CASH PAD

Protect your Glue Profits by
selling

BRANTFORD GLUE

in packages. All weighed and
wrapped ready to hand over the
counter.

NO MUSS NO FUSS
NO LOSS OF YOUR TIME

Quarter Pounds---Half Pounds
Pounds of Brantford All-Around
Glue---Pounds only of Every-
body's Glue Size.

The quality is there and will
always be maintained.

Give your jobber the order. If
he can't supply you, we will

Yours for better acquaintance

CANADA GLUE CO. LIMITED

Manufacturers of Glue
and Gelatine of all kinds
and for all purposes.



Blow till thou burst thy wind if room
enough.

The Tempest.

NO The remarks about blowing do not refer to **BABBITT METALS**. If they did we could well adapt them, for all the good things said of

HARRIS HEAVY PRESSURE

THE BABBITT METAL WITHOUT A FAULT

Are not equal to its good qualities.

IT Is the Copper Coated Cake.
Is doubly copper hardened.
Is guaranteed not to crack or squeeze out.
Is excellent and brings repeat orders.

We manufacture **BABBITT METALS** for all requirements. Write for prices.

The Canada Metal Company, Limited

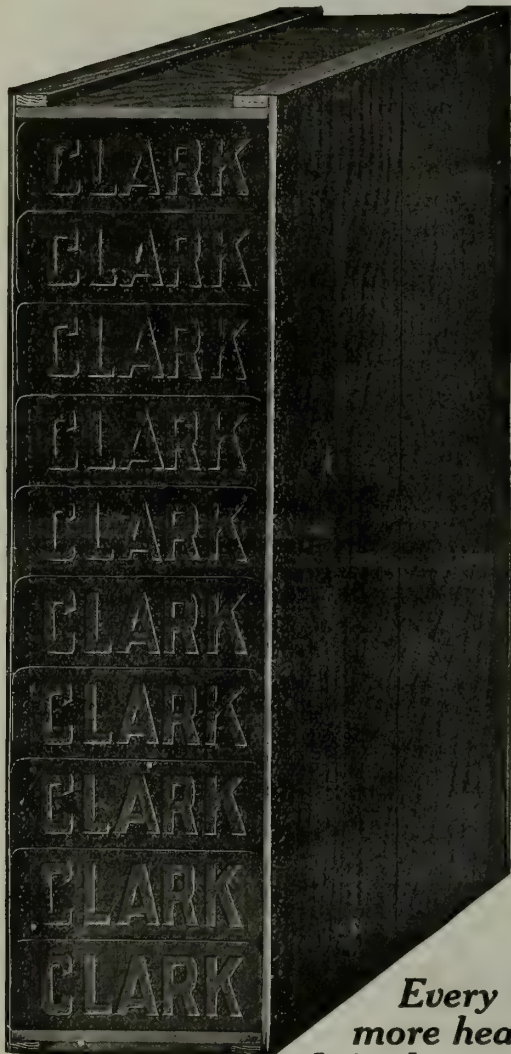
Head Office and Factory: FRASER AVE.

Toronto

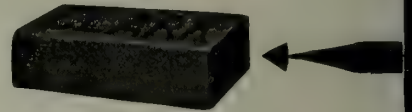
Western Factory: CHAMBERS ST.

Winnipeg

Don't monkey with trashy fuel for automobile, sleigh, carriage or wagon heaters



It doesn't pay. Every customer who buys fuel bricks from you that do not turn out well has less confidence in you for the future. You can't build a larger business on that kind of deal. When you buy heater fuel you do not want fuel that is good one shipment and poor the next—you want fuel that can be depended upon to be right every time—fuel that always burns and gives the maximum amount of heat without flame or smoke or smell. There is but one fuel brick made which **always** meets those requirements and that is **the celebrated**



CLARK COAL

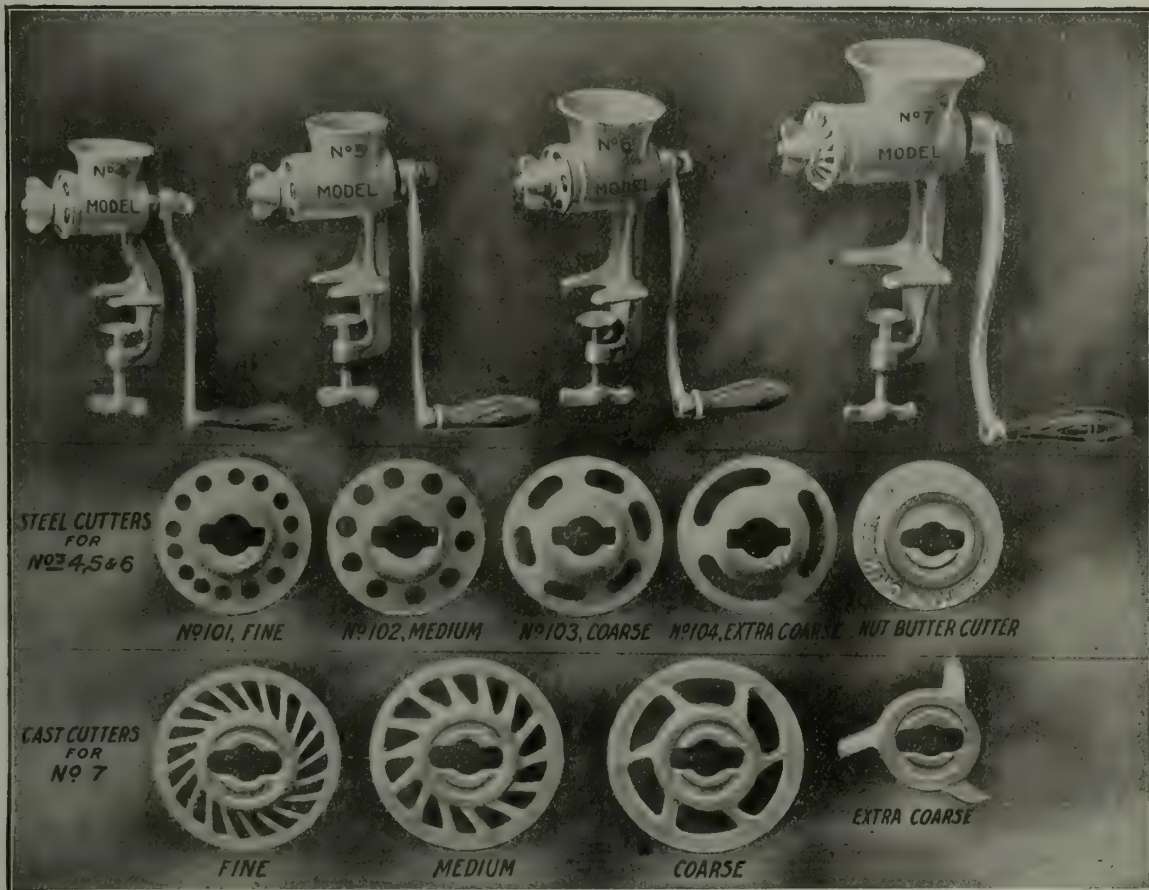
Every brick is guaranteed to yield 25 per cent more heat than any other fuel brick on the market. It is the one great heater fuel.

OUR ABC FUEL BRICK is a second grade heater fuel that we guarantee to be the equal of any brick on the market outside of our **Clark Coal**.

CLARK HEATERS are each guaranteed to please the user or no sale. They are made right, are widely advertised and sell faster than any other make on the market.

*Practically every jobber of importance in Canada carries this line. Now is **THE** time of all the year to sell these goods. Order some today.*

CHICAGO FLEXIBLE SHAFT CO., 250 Ontario Street, CHICAGO



The "Jewel" Food Cutter

The Winter and Spring season calls for many foods that require a Food Cutter for their preparation. It is a time when out-of-date cutters are being replaced, and many homes are buying Cutters for the first time.

To your customers who want a well-made Food Cutter at a reasonable price, recommend the "JEWEL" FOOD CUTTER. Made in the factory that produces the well-known Maxwell House and Garden Specialties, it has the quality and finish characteristic of their products, while at the same time it is priced within the reach of every housewife.

The illustration above shows the various sizes, with a full range of discs, which make the cutter useful for many different purposes in the kitchen. The "JEWEL" FOOD CUTTER is simple in construction, easy to clean, and will not get out of order. It is warranted to give satisfaction.

Maxwell Food Cutters are a source of good profits. They are easily sold, because well finished, and the name of the makers is a guarantee of quality.

Send for Samples and Quotations.

David Maxwell & Sons, St. Mary's, Ont.

A TIP FOR 1912

Buy the Queen Square Fruit Jar

The biggest selling Light-nig Style Jar in the United States and Canada. This jar is tried and true and should not be confused with the ordinary type of jar.



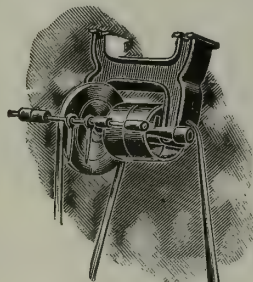
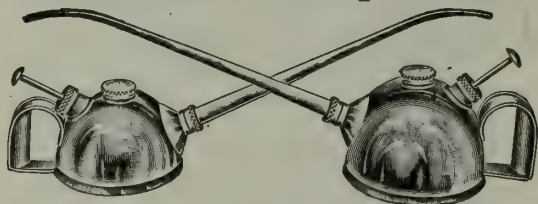
Made in clear white flint glass, with wide mouth, seamless rubber base and smooth polished top. Has the adjustable fastener.

Insist on the Genuine. Beware of Imitations. There is only one "Queen"

Manufactured by

SMALLEY, KIVLAN & ONTHANK
BOSTON, U.S.A.

For sale by all first-class dealers in Canada and United States.

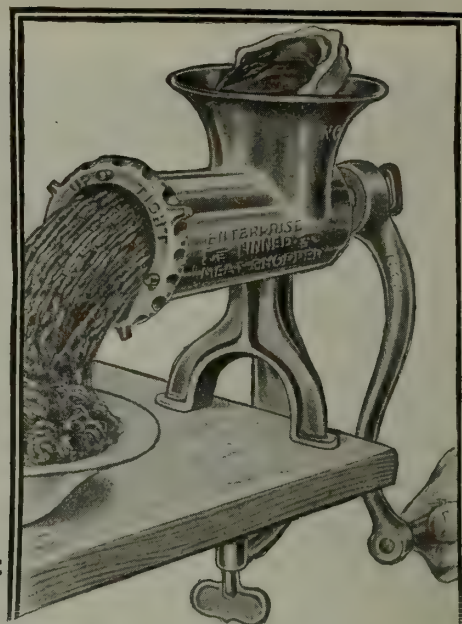
Howland's Pump Oilers

For sale by
all Jobbers
in Canada.

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

**Housekeepers are Learning**

Every day brings new buyers of Enterprise goods. Every day more and more housekeepers are coming to learn that the best thing they can have in their kitchen—the greatest convenience and economy—is an

**ENTERPRISE
Meat and Food Chopper**

What does this mean to the man who sells the goods? Bigger sales every day.

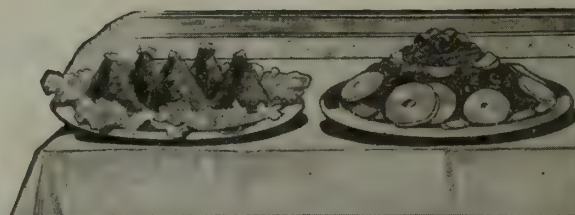
Advertise your store as a quality store, by displaying Enterprise goods in your window. Whether it is a Meat and Food Chopper, Sausage Stuffer and Lard Press, Raisin Seeder, Sad Iron or any other one of the Enterprise line—a sale means a satisfied customer.

We help you to push these goods.

We are advertising their superiority right along. And the goods back up the advertising every time.

Let us aid you with our selling helps. We will send you store hangers and window trims. We will gladly send you free as many copies as you need of our new series of handsome postcards showing views of historical and modern Philadelphia. Six in the series, printed with your advertisement. Absolutely free. Write to-day.

THE ENTERPRISE MFG. CO. OF PA.
PHILADELPHIA



*T*O our customers and
friends we extend the
Season's Greetings and
our heartiest wishes for
a Prosperous New Year.

McClary Mfg. Company

WHY NOT HE

So that he will be



THE house
cient heat.
air of nature
the average
view of deliv
means can make
which conduce
relative humid
nearer 50 per

The

affords in a
as to elicit re
pant being ap

"GOOD

P.S.--And here's
installations,

THE JAMES STEWART MANU

Western Warehouse :—156 LOMBARD ST., Winnipeg, Man.

AT HIS HOUSE

MORE than satisfied?

warming problem has got beyond a mere question of sufficiency. The quality of that heat is the important factor. The furnace cannot be improved upon, and yet, one would think that the furnace of to-day was built with the special purpose in view of rendering the heated air as devoid of moisture as mechanical air. Think of it; taking from the air the very properties that are necessary to comfort and health, and supplying warmed air with a deficiency of from 15 to 30 per cent. when there should be 100 per cent.

“Good Cheer” Furnace WITH CIRCLE WATERPAN

house that delightful and refreshing warmth so appreciable to all who mark from anyone entering. Can you wonder at the occupancy of his house-heating equipment?

CHEER” dealers are doing it. Why not you?

where you come in---you get your own price on “Good Cheer” for there is no competition in “Good Cheer” quality.

FACTURING COMPANY, LIMITED

WOODSTOCK, ONTARIO



INEXCUSABLE

It is not necessary to have hot boxes or to be rebabbiting bearings every few months. The following letter is merely one among thousands. Why not insist upon having Magnolia; it will show a big saving all along the line.

Philadelphia, Pa., Jan. 2nd, 1911.

Dear Sirs:

I will tell you about the use I have put Magnolia to. I poured three bearings on Jack Shaft that were always hot and could not lay your hand on. I put Magnolia in and the bearings are now running fine and are about 100 degrees warm—there was White Brass in them before. I poured a top bearing block on a 300 h.p. Corliss Engine that could never be kept cool; no more trouble. This was done five months ago. Four months ago I poured a main bearing on a 250 h.p. Griene Engine, top, bottom and quarter blocks, started the engine up, it never got hot. Engine runs twenty-three hours a day. I had trouble with Motor bearings; had to fix them every couple of months, they had white brass in before, changed them all to Magnolia, have not had any trouble since. This was one year ago. I have used it on Crank Pin bearings and find it fine. I hope this is good news for you.

Yours truly,
CHAS. E. REBER,

Foreman Machine Shop and Repairs, Camden Coke Co., Camden, N.J.

Sold by Leading Dealers Everywhere or by

SPECIAL PRACTICAL ENGINEER POCKET BOOK OFFER

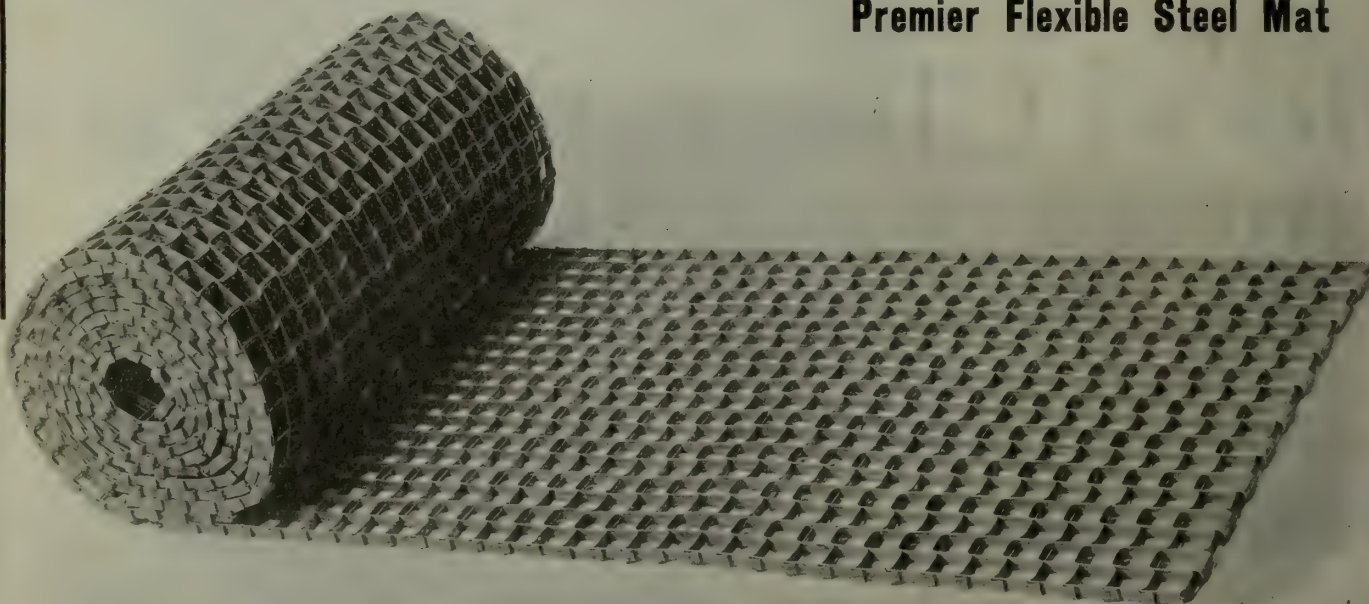
680 pages, over 2000 subjects---40c. post paid. We do not aim to make a profit on these books: We buy them in large quantities as an advertising medium and give engineers benefit of low price. They are highly spoken of by engineers.

Address Montreal Office

Magnolia Metal Co.

225 St. Ambroise Street • MONTREAL

NEW YORK CHICAGO



Premier Flexible Steel Mat

is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 ft. to 100 ft. Special mats made to order on short notice.

The Schultz Manufacturing Co., Limited,

HAMILTON,
CANADA


Toronto Agent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.

THE HOUSE-KEEPER'S FRIEND


The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in nearly every instance.
They save the labor by performing it.
They are neat, inexpensive, durable and agreeable **HELPERS**.
Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively



TRADE MARK
Ensures
Genuineness
Originality
Perfection
Satisfaction




Oakey's

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NIKCEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Once a FORD-man always a FORD-man

Ford Auger Bits make customers and keep them. Why? Because they always satisfy, and give maximum satisfaction as well.

They make good every claim, every time—FASTEST, TRUEST, EASIEST, STRONGEST. They're made to do better work in less time and with less trouble and exertion. **THEY DO IT.**

They are so far superior to other Bits that a man cannot afford to use any other than the FORD. That's why we say (and we know), that "Once a Ford-Man, always a Ford-Man."


Will you do this?

Next time you sell an Auger Bit, other than the Ford, hand your customer a Ford. Tell him to try it, and return the one he doesn't want.

What could be fairer to you and to your customer? It shows your customer that you have his interest at heart, and shows you that we have unlimited confidence in our Bit and want to help you build up a steady trade.

Other dealers have tried this plan successfully. Will you? (Profits lie in repeat sales. Ford buyers are steady customers.)

FORD AUGER BIT CO.
HOLYOKE, MASS.



Are You Doing Your Duty?

By keeping track of all the new buildings being erected in your neighborhood.

By getting your share of the construction or equipment contracts.

By finding out if they are properly heated.

It is your duty to the human race to use every effort in your power to have "**Pease**" Furnaces installed in all new homes and buildings.


That you should make some money for yourself by doing your duty is simply incidental—but fortunate.

Make yourself known to all builders and property owners—tell them of your convictions and experience of "**Pease**" Furnaces. Show them how the "**Pease**" will save them money—ensure good health and happiness—enable the kiddies to breathe good fresh live air.

In fact, every time you are the means of having a

PEASE FURNACE

installed in home or building you deserve the blessing of the entire civilized world and you enrich yourself financially and mentally.



Economy Furnace—300—Series B.
Cased with Vertical Shaker.

PEASE FOUNDRY COMPANY
LIMITED

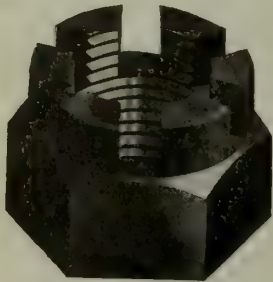
Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG

NUTS

S. A. E.
STANDARD

CASTELLATED
CASE-HARDENED

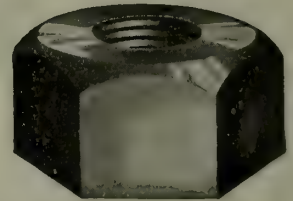


ALL Acme Nuts are milled from the solid bar, are accurate to size, smoothly finished and clean threaded.

All the popular sizes of S.A.E. Standard, Plain and Castellated Nuts, also Castellated semi-finished Nuts are carried in stock at our Factories and Warehouses. They are furnished either case-hardened or soft.

Immediate shipment may also be had on Cap and Set Screws, "V" or U.S. Standard Thread.

Send for our book "Milled Products."



S. A. E.
STANDARD

PLAIN NUTS
SOFT

THE NATIONAL-ACME

MONTREAL, QUE.

BRANCH OFFICES:—NEW YORK. CHICAGO
WAREHOUSE:—NEW YORK, CHICAGO



MANUFACTURING CO.

CLEVELAND, O.

BOSTON, DETROIT, ATLANTA.
FACTORIES:—CLEVELAND. MONTREAL.

Griswold Hardware

"The Choice of Particular People"

The choice, because it is very light and has an unusual high quality and excellent finish.

Griswold hardware keeps the dealer busy making sales, and allows him good profits and ensures the highest satisfaction.

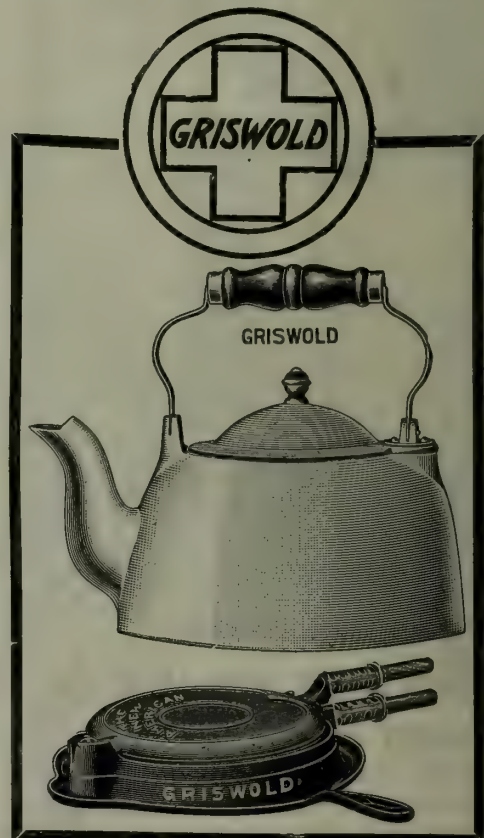
GRISWOLD WAFFLE IRONS

are certain to make a hit with those who appreciate good waffles. Their special design and construction give them precedence in the race for superiority.

Do not hesitate, get our circulars and prices at once.

THE GRISWOLD MFG. COMPANY

ERIE, - PA.



It Is Very Generally Admitted

that

1847 ROGERS BROS.  **Ware**

in

Spoons, Forks, Cutlery and Fancy
Serving Pieces is the standard with
which all other makes are compared,
and it is the heaviest triple-plated
table silverware obtainable.



THE
1847
GIRL



The dealer handling **1847 ROGERS BROS. Ware**
should **TALK QUALITY.**

We stand back of every piece and
ask that the dealer co-operate by
giving careful consideration to any
claim that may be made by a dis-
satisfied customer.

Remember there are other **ROGERS**
and other makes of silverware, but
there is only one **1847 ROGERS BROS.**---the
genuine.

Sold by Leading Dealers everywhere.

MERIDEN BRITANNIA CO.

HAMILTON, CANADA

TALK QUALITY

The merchant handling "1847 ROGERS BROS." silver plate is urged to "talk quality." He need not hesitate to do so, for "1847 ROGERS BROS." is the heaviest and best silver plate made.

Our absolute guarantee is back of every piece and we will gladly replace any article bearing the "1847 ROGERS BROS." trade mark that does not give complete satisfaction in any household.

The merchant who is NOT handling "1847 ROGERS BROS." silver plate is not getting his share of the benefits that are to be derived from the reputation of the ware and the enormous advertising—strong, well-balanced, convincing, all-the-year-round advertising—backed up by honest silver plate, a plate that has stood for the best in its line for over sixty years.

The merchant who is not handling "1847 ROGERS BROS." ware might be likened to the fellow who is rowing his boat up stream. If he is a good salesman, is patient, and spends time enough, he may get along, but the wise merchant who finds himself in this position will pull about, close out his uncalled for lines, stock "1847 ROGERS BROS." ware and row down stream, or in other words follow the line of least resistance. He will achieve success much more quickly, for "1847 ROGERS BROS." goods are the most widely and the most favorably known of all silver plate, and all that is necessary for him to make a sale is to tell his customer the ware he is offering is the genuine and original "1847 ROGERS BROS."

MERIDEN BRITANNIA CO.

HAMILTON, - - - - CANADA

Ermaline Paper Bag Cookery

REGD.

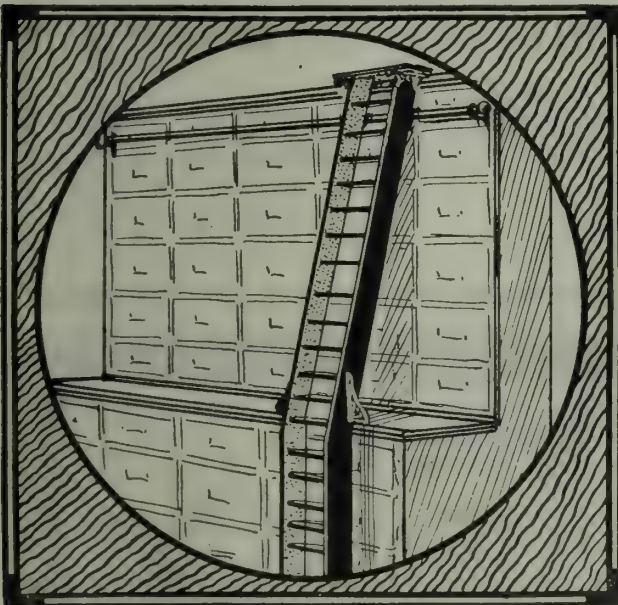


A Merry Christmas!

After it is all over, arrange for that **Ermaline Paper Bag** window display. Ask your wholesaler and send any suggestions you have to the manufacturers.

EDWARD LLOYD, LIMITED

EASTERN TOWNSHIPS BANK BLDG., - - - MONTREAL




You can easily reach every shelf in your store by using a

Bicycle Step Ladder

It works noiselessly and easily, a gentle push sufficing to move it many feet. Being supported on solid foundations, it is absolutely safe and the adjustments prevent it jumping the track when it is in motion.

Far from disfiguring a store, a Bicycle Step Ladder with its light metal track and handsome turned pole is very ornamental.

We design Bicycle Step Ladders to meet all requirements.

LET US SEND YOU OUR CATALOGUE. 

Hamilton Brass Mfg. Company, Limited

Hamilton, Ont., and Montreal, P.Q.

TELEGRAMS: "BIGSBY, MITCHAM:"

(Established 1840)

CODE: A B C—5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF!

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

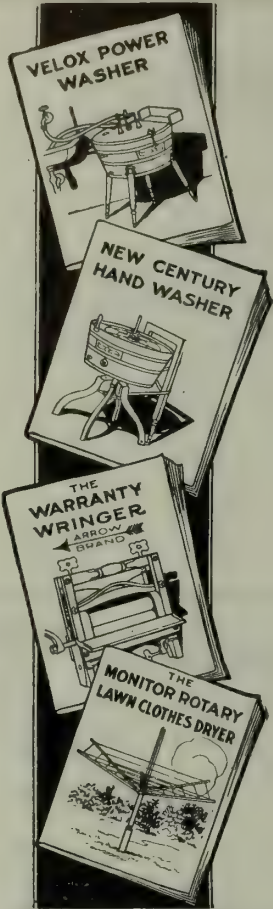
Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardboard Printers, etc.

Our Agents in Quebec and Ontario are: **THE MOUNT ROYAL COLOR & VARNISH CO.**, 193 Dorchester St. East, Montreal. For British Columbia—**AMES BROS.**, Box 355, Vancouver, B.C. Saskatchewan, Alberta and Manitoba—**G. H. SAYWELL**, Saskatoon.

Mr. Saywell will be pleased to submit samples and prices.



YOUR SUGGESTION OF A Cummer-Dowswell Wash Day Labor Saver

Will help your customer solve that Xmas Gift Problem. They fit every purse and there is nothing that will be more acceptable or afford a woman such satisfaction. It will keep her happy 52 wash days every year. Sold everywhere.

MADE BY
Cummer-Dowswell, Limited
HAMILTON, ONT.

EASTERN AGENTS
W. L. Haldimand & Son
MONTREAL, Que.

WESTERN AGENTS
H. F. Moulden & Son
WINNIPEG, Man.

Mr.
Dealer:

Get
Out
After
The
Ventilator
Trade

Look around and see just where Ventilators could be used advantageously in your town. Get the agency for Acorn Exhaust Ventilators, and you'll be surprised at the results.

With fresh pure air in the factory, employees will be able to do better work and more of it. The Acorn Exhaust Ventilator will take care of that. Then, too, pure air is more easily heated than foul air.

Acorn Exhaust Ventilators are designed on the most approved methods of ventilation. Highly recommended by builders and contractors, Acorn Exhaust Ventilators are newest and best. For factories, churches, etc., they are unequalled.

Give this suggestion a trial. When you decide to do so, just write us and we will furnish you with full details.



The
Metal
Shingle &
Siding Co.,
Limited

Factories:
Preston, Ont.
Montreal, Que.



TO OUR HARDWARE FRIENDS

This is

To thank you for your past season's business,
To solicit a continuance of it for 1912,

and

To wish you a very Merry Christmas, with
a Happy, Prosperous New Year.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT.

MANUFACTURERS

WINNIPEG, MAN.

THE TYPEWRITER and THE PRICE

If you could buy a typewriter for \$25.00 that was originally sold for \$125.00, and you were convinced it would give you years of excellent service, you would think it a bargain, wouldn't you?

And you would be right.

If you will write us for details, we will give you full information about just such bargains.

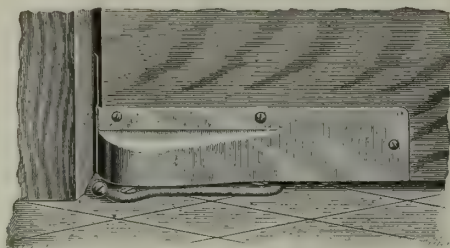
The MONARCH TYPEWRITER COMPANY, Limited

46 Adelaide Street West, Toronto

ASK US WHY

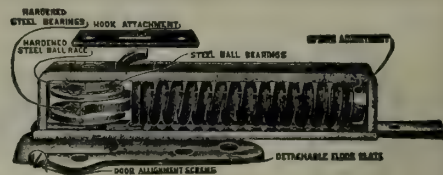
If you want to know more about "STANDARD"

DOUBLE ACTING
SPRING FLOOR

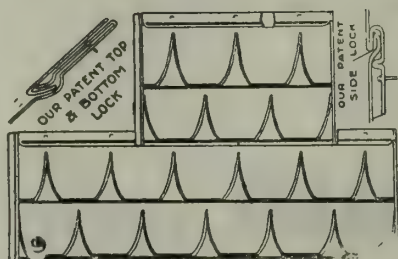


HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



THE VALUABLE AND IMPORTANT FEATURES OF "CROWN" Patent Lock All Round Steel Shingles ARE



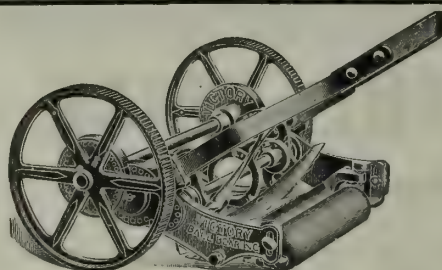
First:—THE SIDE-LOCK, a patent expansive joint, which cannot become unhooked after being laid.

Second:—TOP and BOTTOM LOCK which provides perfectly against rain, snow and wind.

Crown Shingles are easy to lay, economical, and add greatly to the appearance of buildings to which they are applied.

Write to-day for sample, catalogue and price list.

McFARLANE, DOUGLAS CO., Limited,
Manufacturers
250-260 Slater Street Ottawa, Ont.



TOWNSEND MOWERS

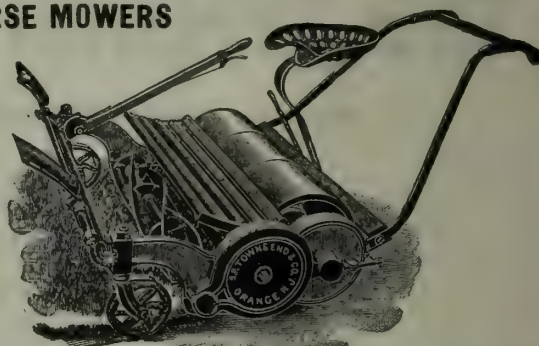
HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.



Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices also full particulars.



J. H. CONNOR & SONS, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.



Trinidad Lake—the never failing source of asphalt-supply for Genasco Roofing.

Do you realize what a large field Genasco has cultivated for its use?

Because it is made of Nature's everlasting waterproofer---Trinidad Lake asphalt---its use is not confined to the limits of ordinary ready roofing. Genasco is successfully used not only in dwellings and other small buildings, but on the large roof surfaces of factories, foundries, train-sheds, warehouses, public buildings, etc.

Genasco

the Trinidad-Lake-Asphalt Roofing

appeals to builders because of its real economy combined with lasting quality.

See what a chance there is for you to make big sales! Think what profits you can have by being prepared to supply the ever-increasing demand!

The Kant-leak Kleet makes the ease of applying Genasco to large surfaces an additional selling point. Does away with cement. Makes seams absolutely water-tight and prevents nail leaks.

Ask your jobber for Genasco with Kant-leak Kleet packed in the roll. Stock up and push this money-maker now



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest
manufacturers of ready roofing in the world.

PHILADELPHIA

New York

San Francisco

Chicago

Cross-section Genasco Stone-surface Roofing

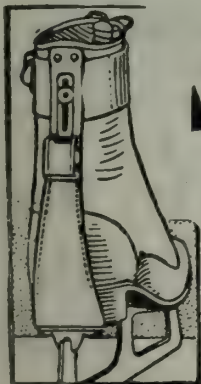


Caverhill, Learmont & Company, Montreal,
D. H. Howden & Co., Limited, 200 York St.,
London, Ont.

The "Perfection" ANKLE SUPPORT

It is made from the best quality of steel and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply cannot go sideways.

Write for circulars
and prices.

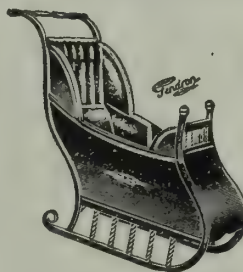


Owing to the practical advantage of this support, it has become extremely popular with every user. It does away with all old-time cumbersome devices and also the fatigue which prevents many from indulging in this healthful pastime. In all, it is a most compatible device for the support of weak ankles.

**THE OWEN SOUND STEEL
PRESS WORKS**

OWEN SOUND,

ONT.



No 1186-BABY SLEIGH



No. 7- RAIL WAGON



VELOCIPED



FLEXIBLE SLEIGH

The dealer who makes a practice of selling articles that create enthusiasm among his customers should get acquainted with

"GENDRON" GOODS

They never fail when it comes to long service, and besides this they are very attractive, well designed, finely finished, and yield good profits to the dealer. Your customers will buy them on sight. Write us at once.

The Gendron Mfg. Co., Limited

DUCHESS STREET,

TORONTO, ONT.

Reap Good Profits

and retain your good reputation by selling rifles that create enthusiasm among old and young users through their accuracy, balance and dependability. When it comes to delivering the goods, the

HAMILTON 22 CALIBER RIFLES

have no equal, and they sell at a price that appeals to every buyer, assuring quick sales for the dealer. Write us for circulars and prices.

C. J. Hamilton & Son, Plymouth, Mich.

This rifle is excellently finished---the working parts are made of the strongest and most durable metal, and can be easily kept in order.

For Sale by
All Jobbers



TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

Notch that allows top fold to overlap making lock continuous and closing opening at side

Dotted lines indicate where metal is folded under

Extension of top lock that folds over and closes opening at top
Top nailing flange

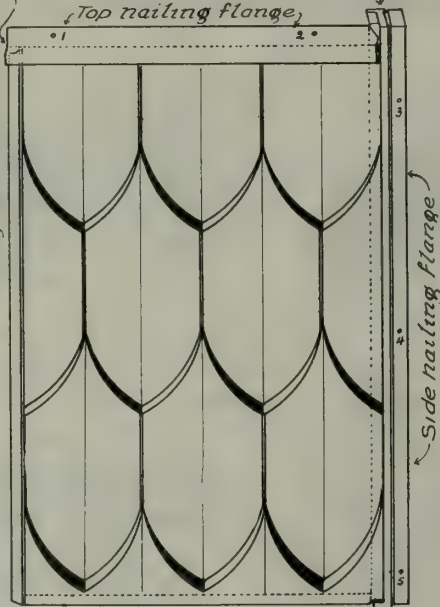


Fig. A

Fig. B
Cross Section
Showing Side lock and Flange

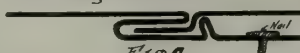


Fig. C
Enlarged Section Showing
Side lock fitted together

Extension of Bottom Lock that folds under and closes opening at bottom

Fig. D
Lengthways Section
Showing top and bottom locks

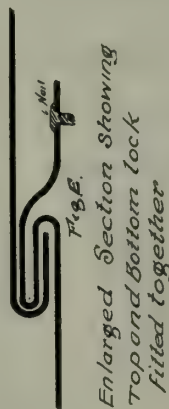


Fig. E
Enlarged Section Showing
Top and Bottom lock
fitted together

The

"GALT" Metal Shingle

BRINGS REPEAT ORDERS

Customers who have used it insist on having these shingles for their next roof.

It is therefore a desirable line for Hardware men to handle.

Get our catalogue,
prices, and distributing literature.

The Galt Art Metal
Co., Limited

GALT, ONTARIO

PLAN & DETAILS OF THE "GALT" SHINGLE.

To The Trade.

Thanking you for the patronage extended to me during the past year and on behalf of the concerns whom I represent, would ask that you accept our best wishes for a

Merry Christmas
and a
Happy and Prosperous New Year

W. FRANK MURPHY

Manufacturers' Agent

55 St. Francois Xavier St.

MONTREAL, Canada

CANADIAN REPRESENTATIVE:

THE J. MILTON HAGY WASTE WORKS,
PHILADELPHIA, PA.

THE LONDON EMERY WORKS CO.,
LONDON, ENGLAND

THE MICHIGAN LUBRICATOR CO.,
DETROIT, MICH.

MESSRS. TOUGH BROTHERS,
DUNDEE, SCOTLAND

THE BALTIMORE OAKUM CO.,
BALTIMORE, MD.

How Big a Man Are You?

Your weekly envelope will answer this question.

The dollars per week you earn, proves your bigness or littleness---your importance or unimportance---whether trained or untrained.

MacLean's Magazine

offers you a chance to become a trained man, to increase your salary without interfering with your present work.

We have a position for you on our circulation staff. Circulation work on a magazine like MacLean's affords a better training in salesmanship than that afforded by any other commercial business.

You can fill a position with the MacLean Publishing Company which will only require your spare hours.

Write for our terms and further particulars to

MacLean Publishing Company

143-149 UNIVERSITY AVENUE,

TORONTO

INSIST ON CHILLED SHOT In Your Smokeless Shot Shells

All **Dominion** Smokeless Shot Shells are loaded with Chilled Shot unless otherwise specified.

That is why **Dominion** Shot Shells are so popular and give such universal satisfaction.

Drop or soft shot is loaded by most foreign firms and costs one dollar less per thousand list in any make, but there is no comparison in shooting qualities because Chilled Shot retains its shape and will penetrate the thickest feathers or down, where drop shot flattens out in the feathers and does not penetrate.

There is no comparison as to quality and satisfaction of Chilled Shot vs. Soft Shot.

Specify **Dominion** for QUALITY, SATISFACTION and PRICE.

Dominion Cartridge Company, Limited
MONTREAL : Canada



RIFLE AND PISTOL CARTRIDGES

For One-Shot Kills



For small game, big game, target or protection in any make of gun under all weather conditions.

The uniform ignition due to the perfection of the famous Remington-UMC primer, makes for sure fire, accuracy and penetration.

In Remington-UMC big game cartridges, perfect combustion, accurate gauging, guarantee uniform flight in long range shots.

Order now through your obber.

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Remington Arms-Union Metallic Cartridge Co.

299 Broadway

New York City

A Hardware Store That is Full of Suggestions

J. S. Mitchell's New Establishment in Sherbrooke One of the Finest in Canada—Erected Not so Much to Enable More Business Being Done, as to Enable Business Being Done Better—Novel Lines Carried—Lines Which Dovetail Into One Another—Low Insurance Rate Secured.

When a man makes his business his hobby and a hobby of his business, something is going to happen. It has happened in Sherbrooke, for there,—in a city of about 20,000 inhabitants—J. S. Mitchell has erected a store which possibly is not to be surpassed by any hardware establishment in Canada. Nothing has been overlooked. The building is so planned that it makes possible what is practically a perfect display of the goods carried. It enables the speedy handling of these goods; and is so constructed that the likelihood of fire, and therefore the cost of insuring against fire, is reduced to a minimum.

Every one can not go to Sherbrooke—though every one who has been there

looks forward with some pleasure to a return visit; but every man in the hardware trade can learn something from this store. A description of it, therefore, will be of value.

The Store a Man's Hobby.

As has been hinted, the store is Mr. Mitchell's hobby. Since the early seventies he has been engaged in the hardware trade in Sherbrooke, and as he has become more and more successful, he has felt, more and more, that he must make his store worth while—a store in which not only he himself, but those dealing there, may feel some pride.

So, about a year ago, Mr. Mitchell, not foolishly like the young man of the

parable, but wisely, began to tear down his barns and build greater. The present store is the result. It has been enlarged and equipped, as Mr. Mitchell says, not so much to enable more business being done, as to enable business being done better. To that end all modern improvements have been installed.

There are many things which strike a visitor to this store. Perhaps the first is its size. Those four fine show windows of the new building fairly stagger the man who has come to regard two good windows as a great drawing card for any establishment. But once inside the surprise shifts. The size of the store is still impressive, but what is



Front of J. S. Mitchell's establishment, showing the fine entrance, and the four show windows which enable displays of sporting goods, paint, shelf hardware and such specialties as brass goods or silverware to be made at the same time.

most remarkable, perhaps, is the variety of goods displayed. Yearly the scope of hardware trade has widened, but here it is wider than in all but a few establishments. There on the left are the shelf goods, the regular hardware lines. In the centre are to be seen cutlery and stoves. But on the right appear rich displays of sterling and plate silverware, brass ware and china.

Nor is that all. Upstairs there is wall-paper to be seen and lighting fixtures, to say nothing of sanitary equipment.

Is This Too Much?

"It is too much," some will say.

Perhaps. That all depends upon the space a man has at his disposal, and the

mind to do their house over. We are able to show them a good variety of paper, and they buy. They may want some sanitary fixtures, too, and get them at the same time."

For sentimental reasons also Mr. Mitchell clings to the china and the wall-paper. His old partner was exceedingly fond of these lines. He built up the business for them. It would seem the height of foolishness to abandon them now.

As for the silverware and the brass goods, they both prove good sellers—especially at this season of the year when people of all classes, and of all lengths of purses, are looking about for presents which they may well give. In these

arranged in them being quite visible. On the outside of each drawer is fixed one of the articles stored within. Several revolving cases stand on the floor, enabling a purchaser to run quickly over the various styles of chisels, perhaps. Everything is sampled.

Along this side of the store runs a gallery, to which access is given by two or three ladder-stairs. This gallery does not in any way spoil the lofty appearance of the establishment, but it does enable every inch of that wall to be used.

One other thing is noticed in this department—a thing which many might well consider carefully—it is the use made of especial devices to display some



View taken from the store entrance, showing the depth of the establishment. At the back may be seen the office, though halation from the large windows has blurred the picture somewhat. On the right hand may be seen a part of the silverware department and on the left a part of the cutlery section. The ground floor of the store has three such aisles as are here shown.

opening which he has. For Mr. Mitchell this does not seem too much. He finds a good field for all these lines, and so would not think of abandoning any of them.

"They go together," remarked the owner of the store, when asked regarding some of these departments. "People come here for a stove. Perhaps they are setting up house. They need china as well, and we show them that. We get a great many sales in this way.

"The same thing is true of the wall-paper. People may come to the store for lighting fixtures. They have it in

lines articles of all prices can be carried. There are souvenir spoons and sterling silver cabinets. Orders, it appears, come for both.

A Ready Display of Goods.

But for many the handling of china, of silverware, of wall-paper even, is out of the question. They would be more interested in the other side of the establishment, therefore, where the shelf goods are displayed. Displayed is a proper word in this case, for well nigh every thing which is in stock is to be seen. The cases are open, everything

specialty. A door check operates on a miniature door. A catch works on a window model. Storm window hinges are shown in the same way. These devices are made by the manufacturers of the goods. Many hardware men might secure them and so make as effective a show, though the room at their disposal might be small compared with that which Mr. Mitchell may use.

Place for Everything.

But passing from the main floor one sees the paint, the wall paper, the spades, rakes and pitchforks which are



Here is shown the shelf hardware department—or a part of it—with sporting goods near the front. Notice the revolving stand in the foreground. The gallery, somewhat imperfectly shown on the right of the picture, is worth noting. It enables a large stock to be kept within easy reach. This picture also shows the manner in which all the goods are sampled.

on stock—all kept in a special place. The basement is a packing house, but the second and third floors are used entirely as storerooms for the extra stock, and as showrooms for some specialties, such as plumbing apparatus and wall-paper. Everything is in its place. That, of course, is more possible in such a large establishment than in one of limited size, still the careful arrangement might well be noted. It is one of the points which all might copy to their advantage.

So much for the arrangement of the goods. There are yet other features worth noting, features especially worthy of consideration by men contemplating alterations in their establishment or the installation of a new heating system.

Guarding Against Fire.

When Mr. Mitchell built this store he determined that it should so satisfy the underwriters that they would be willing to accept a low insurance rate. To that end a sprinkler system was installed, and to that end also the boilers were kept separate from the main building. In the yard to the rear these are placed, in a specially constructed building of concrete and steel. There is no possibility of fire. The paint and oils, too—or the great amount of these—are kept outside the main building. They have a separate little compartment of their own, made also of concrete and steel, so that it is fireproof.

"Pretty expensive, that," some will remark.

It was expensive. That is, the initial cost was greater than was necessary.

But look at the result. Not only is the store practically certain to escape damaging fires, but the insurance rate, which guards against loss should such a fire occur, is one-tenth what it was before these precautions were taken. Ten years' insurance for the former cost of one. That surely is worth an extra initial cost.

Precautions are Necessary.

Insurance is becoming a big problem with the hardware man. The companies regard these stores as big risks. Indeed, the head of one of the largest companies

recently declared that there is a larger proportion of fires in hardware establishments than in dry goods stores even. Because of these things, the premiums are high. It would seem the part of wisdom then for the dealers to consider ways in which they may safeguard their stores to such an extent that they will get a lower rate. Perhaps the methods adopted by Mr. Mitchell would be impossible for some. Yet his plan must bring suggestions to all wideawake dealers. So, indeed, must every department of this up-to-date store.

Dominion Commercial Travelers Hold Annual Banquet

37th Annual Dinner Held at Windsor Hotel, Montreal—Chas. Gurd, President by Acclamation—Rt. Honorable Sir Wilfrid Laurier Speaks—Interesting Announcement by C. C. Ballantyne.

The annual banquet of the Dominion Commercial Travelers' Association was this year attended by a larger number of 'drummers' and their friends than have ever been present at any of the thirty-six previous dinners in the history of this association, nearly six hundred being present.

Everybody is unanimous in saying that everything went off in a most enjoyable manner and no rumors have been heard that any one has voiced any complaint either on account of not having a good time, or on account of having too good a time.

Chas. Gurd, who was elected president by acclamation at the last meeting, occupied the chair and, seated with him at the head table, were Sir Wilfrid Laurier, Judge Doherty, Minister of Justice; Hon. Geo. E. Foster, Minister of Trade and Commerce; Mayor Guerin, Henri Bourassa, Alderman Lariviere, J. Bevan Giles, retiring president; J. S. M. Dougall, C. C. Ballantyne, Fred C. Lariviere, and other notables.

Following the toast of the King, the president, Chas. Gurd, made a short and interesting speech regarding the position
(Continued on page 42)

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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SUBSCRIPTION

Canada, \$2; United States, \$2.50; Great Britain and Colonies, 8s 6d; elsewhere 12s.

PUBLISHED EVERY SATURDAY.

MERRY CHRISTMAS TO ALL.

Hardware and Metal takes this opportunity of extending greetings to all its readers. That everyone connected with the hardware trade—dealer and clerk, manufacturer, jobber and traveler—may enjoy a merry Christmas and a happy New Year is the sincere wish of the editor.

There is no reason why the holiday season should not bring with it unalloyed enjoyment for the hardwareman. The past year has been a prosperous one. The Christmas trade, we are led to believe, has served as a profitable climax to a busy year. So far as the future is concerned, there are no clouds on the business horizon. Content with the past and optimistic as to the future, the hardwareman can enter into the festivities of the merry Yuletide season with a light heart and an easy mind.

HARDWARE AND METAL IN A NEW COVER.

Commencing with the issue of January 6th, Hardware and Metal will have a brand new cover, printed on heavy white coated paper. The front cover will contain only one advertisement, which will be most attractively gotten up. Every issue will have something new. No firm will have the front cover for any two issues in succession, nor for more than six issues during the whole year. Every reader will be interested in seeing who is using the front cover, each week, and what he has to say.

The improvement of Hardware and Metal during 1912, will not be confined to the cover. Announcements will shortly be made of arrangements we have already completed for some of the most practical articles that have ever appeared in this paper. Readers of Hardware and Metal are assured of receiving ideas and suggestions which should help them materially to experience a prosperous New Year.

HAVING EYES, THEY SEE NOT.

Of old pity was accorded those who having eyes saw not. Recently an Ontario hardwareman pitied himself for his failure to use, and profit by, his faculty of sight.

It was a Montreal paint traveler who caused the dealer to realize his position.

"Do you want any turps?" he asked.

"Yes," replied the retailer, going to his tank, "I guess I do."

"The price has gone up," remarked the drummer. "It's 72 cents now. You should have bought last week when we were quoting 65."

The hardwareman didn't say much. He needed the turpentine and ordered a barrel. Then he figured it out and decided his delay had cost him \$2.15.

"Of course I can't buy a great deal of turps. at a time," he remarked, "it wastes too fast. But I can keep my tank full. There was room for a barrel in it last week.

"I didn't know the price would go up," he added. "The traveler didn't come around to tell me. But I guess I should have known if I had read The Hardware and Metal Paint and Oil Markets."

And had the dealer done this carefully he undoubtedly would have seen that turps were showing an upward tendency, for in the Toronto market a three cent advance was quoted, which the dealer might well have taken as indicative of an approaching advance in Montreal.

That hardwareman is at least purblind who does not watch the markets closely. Usually there is to be found in these some information, which, acted upon, will bring profits.

BRIGHT PAINT PROSPECTS.

It is becoming more apparent every day that a pretty general feeling of optimism, with reference to next year's trade, prevails among paint men. The past year has been a good one; but prospects are that 1912 will be better. Indications point to an increase in building and, in addition, paint men are counting on the business which was not placed this year on account of the impression that paint was a little high and would likely go down. People who let their work slide until next year in the hope of lower prices will be in the market and this should stimulate business in no uncertain way.

Conditions in the United States are improving appreciably. Commenting on the prospects for a good year during 1912, the American Paint and Oil Dealer says:

"However general business prospects may appear—and it is noteworthy that among the business community the mere "presidential campaign year" bogey has lost most of its terror—the thoughtful men in the Paint trade undoubtedly are anticipating the New Year with undoubting confidence of a big trade volume—unless drastic legislation or so-called "judicial" investigation or their "threatening mien" again

cast their shadows over general business in the uncertain search for offenders."

CONSIDER SUGGESTIONS CAREFULLY.

"I have read the articles on selling toys, which have appeared in *Hardware and Metal*," remarked an eastern Ontario dealer, "I have discussed these with some hardware men in towns hereabout, and I have concluded that toys would not be a good thing for me."

This dealer took the right course. There is no hope that every article which appears in *Hardware and Metal* will suggest improvements to every dealer. In some places, it is believed, toys would be a fine line for hardware men to handle. In other districts there may be establishments which have carried these goods for long—business places of which people think whenever they think of toys. It would not be the part of wisdom for a dealer in such a locality to introduce toys.

What is true of this line is true of all other articles. Every man knows his own locality. He will know what chance he has to profit by the introduction of a new class of goods. If, therefore, he considers carefully the suggestions made from time to time in *Hardware and Metal*, all that could be desired will be obtained. The dealer will certainly find some suggestions in the course of the year from which he may profit.

CHRISTMAS BUSINESS PAYS.

A prominent United States retailer says: "It is hardly necessary to argue the question any more as to whether it would pay the hardware merchant to go after the holiday business, for whatever may have been his opinion at one time, he now recognizes that there are great possibilities in it and he is now pushing this business with enthusiasm and getting results."

One of the most satisfactory features of the holiday business is that it is very largely cash. Christmas shopping is done on a cash basis in so large a percentage of cases that the credit portion does not figure to any extent. This aspect alone makes the holiday trade well worth the earnest attention of the hardwareman. The turnover on Christmas goods is rapid; the season is short, sharp and decisive. The merchant soon realizes on what he invests and he seldom or never has to wait for his money.

From all reports, the season now passed has been the best that the hardware trade has known. Hardwaremen have striven harder to secure their share of the holiday business and have been rewarded in accordance with their efforts.

WELL-INFORMED SALESMEN.

The statement is made by a prominent manufacturer in the Maritime Provinces that he is making an effort to have all members of his sales staff thoroughly acquainted with the goods they are selling. To effect this, he is giv-

ing his travelers trips for the sole purpose of learning something of the manufacture and use of certain articles.

The idea is not a new one, but it is one, unfortunately, which is seldom carried out. It is highly desirable that traveling salesmen should be intimately acquainted with the practical points of the goods they sell; it is desirable from many standpoints. In the first place, it results in the making of wider sales and, in the second place, it helps the retail dealer to improve his sales in turn. This is particularly true with reference to new goods. The salesman, who does not know his goods, is not in a position to inform the retailer on the points which the latter should understand, if he expects to sell those goods to the public. It is not fair to the dealer to expect him to market an article, the uses of which he cannot intelligently explain.

Too much stress cannot be laid, therefore, on the advisability of sending out a traveling sales staff, thoroughly equipped with the necessary knowledge to acquaint the retailer with the practical value and uses of the goods carried.

POINTED EDITORIALS.

Concentration is the father of efficiency.

* * *

A Merry Christmas and a Happy New Year to all.

* * *

The Christmas shopper pays cash for what he gets. One more reason why the hardwareman should strive to get his due share of the holiday business.

* * *

The connection, for the hardwareman, between Humidity and Profit, is not hard to trace, as the article in this issue convincingly demonstrates.

* * *

The hardwareman has a splendid opportunity at the present time to gain a practical measure of control of the retail electrical trade. Will he rise to the opportunity?

* * *

The wonderful strides that the hardware trade has made in the matter of premises and store equipment is adequately summed up and illustrated in the Sherbrooke store described in this issue.

* * *

Hardwaremen and travelers gathered together in Vancouver recently and discussed, among other topics, the evils of price cutting. This is one matter where the retailer and traveler can co-operate to the best advantage.

* * *

Necessity led to invention in a case cited elsewhere in this issue. A Toronto hardwareman, with a store window of almost meagre proportions, managed to arrange a display equal to anything in that way seen in a long time. Read the particulars.

* * *

The Parcels Post fight in the United States is rapidly coming to a head. The advocates of the measure have marshalled their forces and threaten to carry the legislative portals by storm. A brave defence is being put up by the small forces representing the retail interest, however, and the issue is still in doubt. The outcome will be anxiously watched on this side of the line.

A Review of Progressive Christmas Methods

Plans Adopted by Hardware Dealers to Improve Their Holiday Trade—Ideas Which Should be Remembered and Referred Back to Next Season—An Effective Early Shopping Campaign—Good Advertising Ideas.

The Christmas shopping season is now over; it will be, at least, by the time that most readers have had an opportunity to pursue these pages closely. It will, however, be interesting, and instructive as well, to review some of the plans and methods pursued by wide-awake hardware dealers during the past few weeks.

One of the secrets of successful merchandising is to profit by the lessons of experience. Do next year the things which you left undone this year and which you found would have been both wise and expedient. Likewise make sure of avoiding next season the mistakes which detracted from the complete

triot," of Charlottetown, P.E.I. Early in December this year, a contest was arranged to induce early buying. Contestants were to write a letter with not less than 250 words and not more than 350 on "Advantages of Early Christmas Shopping." For the best answers the newspaper and local merchants offered prizes. Among the prizes offered were a pair of skates by the Rogers' Hardware Co. The judging points were announced as follows:

Best reasons for early shopping	60
Best composition	20
Best Penmanship	10
Neatness	10

The contest got people "thinking" about reasons for early shopping and they discovered how good and valid the reasons were.

Good Holiday Advertising.

Some very clever and effective advertisements have appeared during the past season. One is herewith reproduced—that of the Ladysmith Hardware Co., of Ladysmith. This advertisement is indicative of the tendency among hardwaremen to branch out into new holiday lines—toys, dolls, etc.

The Peterboro Hardware Co., of Peterboro, adopted a new method of advertising their holiday stock. As will be seen from the accompanying illustration, they secured space in the reading matter of the paper and used it for a newsy description of their stock. This plan is certain to achieve the desired result for every reader is bound to see the account. The heading, "Christmas Suggestions at Peterborough Hardware Co.," is sufficiently attractive of itself to arrest attention.

Increased Their Business.

The Rogers Hardware Co., of Charlottetown, P.E.I., launched a heavy advertising campaign this year with the best of returns. They used large space in the daily papers, naming in detail their goods and prices. As a result, they state that their business this year in Christmas goods has shown an advance of twenty per cent—a tribute to the efficacy of good advertising.

Issued Circulars.

Another form of advertising used by hardwaremen to stimulate Christmas sales is the issuing of circulars. Wm. Walker & Son, Yonge street, Toronto,

followed this plan with good results. They got out a neat four-page circular giving a full description of their stock and with the following introductory announcement:

"We wish you a Merry Christmas and an easy time buying worth while presents for the family and friends.

"This bulletin is issued for the express purpose of making your holiday labors lighter and easier by showing you how many suitable Christmas presents may be purchased in this store

"Pictures and description have been freely used, and in the large assort-

CHRISTMAS SUGGESTIONS AT PETERBOROUGH HARDWARE CO.

Big Modern Store is Teeming With Suitable Articles for Gift Purposes.

SPLENDID OPPORTUNITY

To a number the advent of Christmas is looked upon with many misgivings. With its advent comes that oft-repeated and sometimes vexatious question, "What shall I get for Christmas?" The custom of Christmas gifts is an ancient one, dating back nearly two thousand years, and as an authority has been able to advance any reasonable theory why the custom should be abolished it has been taken for granted that it is a necessary one. To a great many shoppers it obtains as being a necessary evil, especially when it dwells upon one to purchase Xmas presents for the entire family and a portion of the community besides. The difficulty of successfully accomplishing this so-called arduous task would probably not be so great were they to call at the Peterborough Hardware Company's headquarters on George Street when out on their shopping campaign. There they would find a large and well assorted stock of Xmas goods. A visit to the store will reduce your shopping anxiety to a minimum. You will find here displayed a large and tastefully arranged assortment of goods suitable for Xmas presents. It would be invidious to select any particular line for comment, as each and every article of the immense stock represents "Quality." We cannot conclude this article without making a passing reference to the beautiful display of silverware which is to be seen here. This consists of knives, forks, spoons, percolators, chafing dishes, and many other lines of high-grade silverware also including the finest selection of shaving and toilet articles in the city. Each and every article carries with it a guarantee of good value, and is a marvel of beauty and perfection. These and many other items are unusually appropriate at this season, and at the special prices quoted they are especially attractive to housekeepers and others. The Peterborough Hardware Co. have built up an enviable reputation for themselves, as regards prompt and efficient store service. Are you ready for the Christmas rush? queried the Examiner. A question which was answered to the affirmative, and backed up by the assertion that ample provision had been made to handle the Xmas trade, which promises to be unusually heavy this year. Only a few days remain till Christmas, and it behooves Xmas buyers to get out and shop early. There is no more opportune time to purchase that present for husband, wife, sweetheart, or whoever it may be, than now. And there is no store in the city better adapted to supply these wants, at prices to suit every purse, than the Peterborough Hardware Company, George Street.

Space Secured by Hardware Firm to Describe Their Stock.

ment shown will be found presents ranging in value from a few cents up and suitable for persons of different ages, from the very small child to the newly married couple and the older people who value articles that are high grade and not too expensive.

"We show here a range of articles from sleighs, skates and mouth organs to cut glass and silverware, and will be glad to show you other lines at our store."

R. B. Brown, of Brigidon, Ont., pursued the same policy. He sent out 1,000 booklets direct to his customers. Mr. Brown believes that this plan is very useful when supplemented by the issue of circulars and regular newspaper advertising.

Sensible
Practical
Gifts for
Everybody

CHRISTMAS PRESENTS

Christmas
Goods That
Speak for
Themselves

WE are opening up daily one of the Largest Stocks of HOLIDAY GOODS that we have ever imported, and this year we think you will find our store is full of the most useful CHRISTMAS GIFTS.

HERE ARE A FEW SUGGESTIONS:

Pocket Knife, each 15c to	\$2 00	Shaving Sets, each from 75c to	\$3 00
Scissors, each 25c to	1 25	Mirrors, each from 10c to	4 00
Ladies' Companions, each 75c to	3 00	Pipes, each from 25c to	3 00
Table Knives, dozen \$2.00 to	7 00	Razors, each from \$1.00 to	5 00
Comb and Brush Sets, each \$2.00 to	10 00	Cut Glass, each from 75c to	13 00
Military Brushes, each \$2.00 to	5 00	Ladies' Hand Bags, each from 65c to	4 00
Carving Sets, each \$3.00 to	13 00	Fancy Burnished Brass, each from \$1.25 to	5 00
Fancy Cups and Saucers, each 20c to	4 00	Rayo Lamps, each up to	5 50

TOY AND DOLL DEPARTMENT

The TOY AND DOLL DEPARTMENT we expect to have open for inspection in a few days. Our showing of Dolls this year is particularly pleasing and the prices range from 5 cents to \$13.00 each.

The Ladysmith Hardware Co., Ltd.

Effective Christmas Advertisement of Ladysmith Hardware Co.

success of your efforts this season. Some merchants keep yearly suggestion books and jot down ideas which occur to them too late for use at the time; and they thus reap the benefit when the season rolls around again. This idea could be worked very satisfactorily in connection with the Christmas trade. Make note of the things now which you might have done but neglected to do and keep the notes for reference about the middle of November, 1912. It would not be a bad idea to make note also of the methods of other hardware dealers. A short cut—and short cuts are always popular—would be to keep all copies of Hardware and Metal on file and refer to them when occasion arises.

Early Shopping Contest.

A newspaper wideawake to the best interests of its advertisers is the "Pa-

Window Display Ideas.

The present season has seen the working out of many valuable and unique ideas in the matter of window trims. Many of the best will be presented later to readers of *Hardware and Metal* through the medium of the annual Christmas window contest. Close attention should be paid to the result of the contest, for splendid ideas can thereby be obtained for use next year.

An excellent simulation of a snow-storm is shown in the store window of the Johnson Hardware Co., Dundas St., Toronto. This effect is obtained by the

stringing of small white particles on the inside of the window. A figure of Santa Claus in the background adds to the effect.

A couple of effective sporting goods windows are shown in the store of Ketchum & Co., Ottawa.

One entire window is given over wholly to a display of skates and gives an excellent idea of the numerous lines carried and the completeness of the stock. Other windows are devoted to winter sports and recreation supplies, indoor games, hockey and skating needs, toboggans, coasters, skis, coat sweaters, gymnasium equipment.

Mr. Taylor, for instance, knows what insurance he carries upon his shelf hardware. He compares this with the value of the stock his statements show him to have on hand, and he can quickly tell if he is carrying policies for too large or too small an amount. He knows the insurance on his oils and paints, stored behind fire-proof doors in the cellar. His statement of value, secured from the stock-taking, therefore renders it possible for him to ascertain whether the amount of insurance he is carrying on this line is correct.

So it goes for all the departments, for Mr. Taylor has all his insurance divided this way.

The way these statements of stock would help in case of a fire may readily be seen. Suppose for example, that the paint and oil department should be destroyed. When the inspectors came they would be shown the statement of stock on hand in that department when stock was taken. This, with the addition of the stock bought since that time, and the subtraction of the sales, would show exactly what was on hand at the time of the fire. Mr. Taylor carefully keeps such statements of his purchases and sales, so the whole insurance transaction could be concluded in a few hours.

Allows for Depreciation.

With the view of having his figures as correct as possible, Mr. Taylor yearly makes allowance for depreciation in the value of his buildings. A shed, for instance, which last year was roughly valued at \$25, will this year be put down at \$20. So it goes through the large departments—with all in fact except the tin shop. The value of that part of the building and the tools in it, is kept the same, for while Mr. Taylor estimates that the value of the structure depreciates about \$100 annually, he knows that more than \$100 is expended annually upon new equipment.

All the stock-taking in this store, by the way, is done in the day time—during regular working hours. Mr. Taylor is no great believer in night work—but that, as the great friend of womankind, Rudyard Kipling, would say, is another story



An explosion occurred in one of the buildings of the Standard Chemical Company, St. Ambroise Street, Montreal, on Monday afternoon, doing some \$10,000 damage to the plant. It is thought the explosion was due to a leak in a tank containing 2,000 gallons of wood alcohol. Two men, who were in the building at the time of the explosion, escaped practically unhurt.

Stock-taking of Value in Connection with Fire Insurance

Lists Properly Kept Enable Dealer to Decide Whether He is Carrying the Right Policies on His Various Departments—In Case of Fire, These Lists, With the Invoices and the Record of Sales, Make Possible a Speedy Settlement—Mr. Taylor, Who Explains His System, Does Not Believe in Two Clerks Working Together—This, He Thinks, Only Doubles the Chance of Mistakes.

Carleton Place, Dec. 21.—In all his calculations, in his profit and loss statements, in his estimates, everywhere the hardware man finds the word insurance. Unless he is one of the few who prefer to take chances, he must prepare for the fire which may come at any time. He must make such outlay as will guarantee his solvency, even if his place of business and his entire stock is destroyed.

But the careful hardware man must also arrange for the speedy securing of his insurance money, in case a fire does temporarily destroy his business. He must have figures which will show his stock and the value of his buildings. Frank Taylor, of this town, holds that such a statement may well be compiled in connection with the annual stock-taking.

Ready for the Underwriters.

Mr. Taylor's system of making this yearly reckoning, differs in a number of particulars from that adopted by some other dealers. All may not agree that his system is the best. But none will deny that it presents strong points, especially the means adopted of getting statements ready in advance, for the underwriters.

Mr. Taylor does not believe in having all the goods in the store numbered before any are recorded on paper. To him this merely means doing the same work twice—moreover, according to him, this is one of the cases where doing a thing twice doubles the chances of mistakes instead of cutting these in two.

"Here," said Mr. Taylor in explaining his system, "One man goes over each department. Our departments are divided into a number of sections, and the man puts the name of the department and the number of the section at the top of his sheet. Then he records upon it what he finds in the various drawers and cases."

Mistakes are Minimized.

Later, when every department has been examined in this way, the sheets are given to Mr. Taylor, and he affixes the prices to the articles. Any mistake on these sheets, may be quickly solved, whereas under the old system—with one man up a ladder calling off from slips put in a drawer, and another below writing down what was called—some of the mistakes were unintelligible. They could not be so solved, and the whole section would have to be recounted.

"This," said Mr. Taylor, "occurred a number of times. It is not hard to understand how. A man reading off sets a fast pace, and the one writing down may easily put down something which will be quite unintelligible to the person who later does the extending."

When the lists are once finished, and the prices affixed, they are entered in a large book, by departments, the total value of the stock in each department then being ascertained.

Can Prove His Insurance.

Here is where the information of value from the insurance standpoint is secured

Hardwaremen Should Handle Lighting Goods

Splendid Possibilities in the Business—A Description of the Lighting Department of a St. Thomas Firm—Push the Sale of Electrical Specialties.

The importance of the lighting department of the hardware store is growing. Progressive dealers now recognize the fact that it has become a profitable and essential branch of the business. It has passed beyond the experimental stage.

"The tendency to centralize the sale of electrical fixtures and supplies in the hardware store is becoming more marked every day," said an electrical manufacturer recently. "The future may find the hardwareman monopolizing the trade."

The fact of the matter is that the hardware store is the best medium for the marketing of the goods. There are countless small places where the demand would not be heavy enough to maintain an electrical store but sufficient to keep a lighting department in the hardware store pretty busy. In addition to this, the hardwareman is usually a merchant of substance and capital. He has a

good, established trade and knows his business thoroughly. The manufacturer, therefore, likes to do business with him and feels that he is on safe ground.

A Striking Example.

That it pays to handle lighting goods in the cities and large centres, where a majority of the houses are lighted by electricity, has been demonstrated in a great number of cases, several instances in the past having been cited in *Hardware and Metal*. Ingram & Davey, of St. Thomas, occupy a prominent position on the list of hardware firms successfully handling lighting supplies.

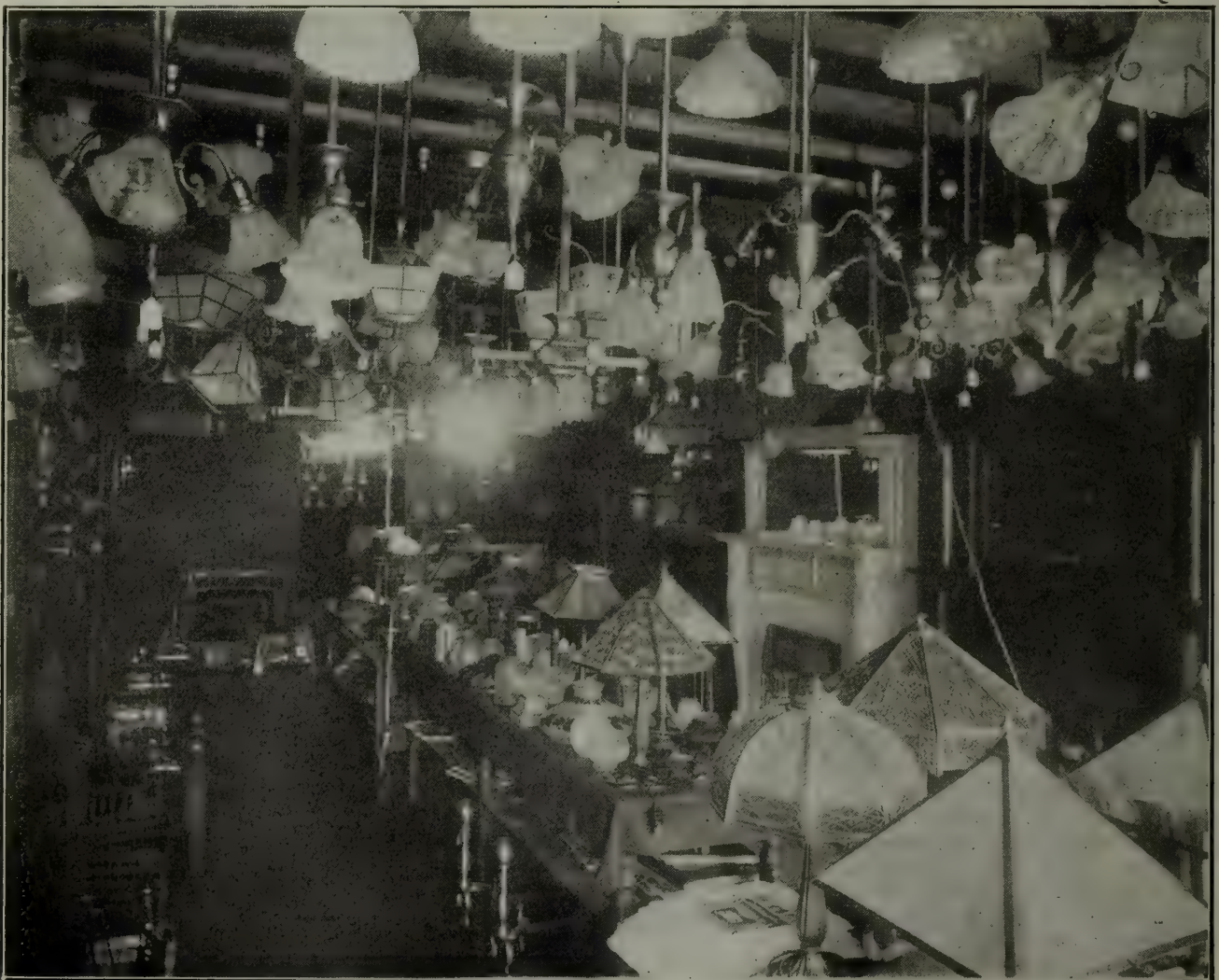
As will be seen from the accompanying illustration of their lighting department, this St. Thomas firm handle a large and high class stock. The department is on the first floor and occupies two large rooms, the one opening off the other. They handle a complete assortment of

fixtures, both as regards size and price. The department is in charge of one member of the store staff and three electricians are kept to look after the work of installations, repairs, etc. A good deal of contract work is done and the department has developed into one of the busiest in connection with the business.

Reference was made in a recent issue to the splendid results obtained by Ingram & Davey, from a window display of lighting fixtures. So many orders were received that it kept the three electricians working night and day to keep up. This lasted as long as the fixtures were left in the window

The Small Town Dealer.

In the smaller places, the demand for supplies and fixtures would not be as large but the dealer has an equal chance of making a good profit. The competi-



Lighting Department in the Store of Ingram & Davey, St. Thomas.

tion will be found correspondingly less keen; in fact, the hardwareman is likely in most cases to have the field to himself. The percentage of homes already equipped with electric lighting is certain to be smaller than in the larger places. The field to work in is, in one sense, therefore, larger.

Another factor to be considered is the triple alliance of trades that so many hardware stores in small places represent—hardware, tinning and plumbing. When the heating, plumbing and tin-smithing for the district is centralized in this way, what more natural than that the hardwareman should also look after the lighting? He could do so, possibly, without any addition to his staff; at the most, with one extra man.

The handling of fixtures carries with it the promise of a profitable trade in

the many electrical "side lines," now coming on the market. All dealers should carry electric irons, toasters, fans, flash-lights, etc. The usefulness of these articles has been convincingly demonstrated and there are few housewives who do not long for them.

In the smaller centres, the opportunity in these lines is particularly good. In most cases the field will prove an entirely new one, as the sale of electrical novelties has not yet progressed so very far beyond the cities and larger towns. With the rapid introduction of electrical power into the most remote districts, however, everything pertaining to electricity is invading the rural sections and hardwaremen should see to it that this branch of trade, legitimately their own, does not fall into other hands.

A New Provision.

I understand that since the passing of the Act here, the Manitoba Act has been amended to comply with the provisions of ours, and in conversation with supporters of the Government I have been told that they felt the Act was a most beneficial one and they were of the opinion that if new ideas arose which would make the Act even more complete, suggestions as to amendments would be cheerfully received by the Government. The only point at the present time which occurs to me would add to the strength of the Act is that sixty per cent. both in amount and number of the creditors should be necessary to consent to a sale by the debtor. We did not get both in the Act; but I believe this can be remedied without difficulty at the next session of the legislature. Another point which I think should be brought to the attention of the Government, and would assist the public generally, is that assignments of book accounts should be registered in such a way that the attention of the public would be brought to the change in the assets of the debtor.

New Legislation Covering Matters of Credit

Some Important Matters Touched Upon in Address Delivered by Norman Mackenzie Before the Canadian Credit Men's Association at Winnipeg.

An address was delivered recently by Norman Mackenzie, of Regina, before the Canadian Credit Men's Association at Winnipeg, touching on legislation recently enacted to cover matters pertaining to credit. Mr. Mackenzie said in part:

The Canadian Credit Men's Association represents one of the most important branches of industry in the West, and already represents millions of dollars, yet at the present time it is only in its infancy. Even before its legal life I have been interested in it, and it has certainly been the most aggressive infant I have ever come in touch with. Before steps were taken to incorporate it, I was busy formulating a scheme of a Bulk Sales Act for Saskatchewan, as mentioned by your chairman, and while on the subject he made some remarks which I think should be commented on. What I did in reference to the Act was done simply as a lawyer. The bulk of the ideas in reference to changing the Manitoba Act came to me from time to time through suggestions from members of your association made in reference to particular business transactions, from ideas which occurred to me in attending to the different difficulties which arose in connection with the wholesale business. These suggestions and ideas were from time to time jotted down by me as they arose, and were largely supplemented by the discussions and ideas of your executive itself when the bill was discussed in detail. These ideas were finally brought into a draft Act, and if I mention to you some of the details that occurred during the process of bringing the draft

Act to our statute books, you will realize when other legislation arises that it is not always an easy matter to introduce and pass in a new country, where many of the legislators are new, bills which touch on new branches of mercantile law.

We came to the conclusion that as the bill was one which interested the public at large and was for the benefit of all parties, the best plan was to go squarely before the Government and endeavor to show them that it would be for the common good of the community to pass the Act. On calling the attention of the Government to the Act, they first refused to pass any opinion on it until its aspect from the standpoint of the community had been fully considered, and until we had placed before them all the other legislation which had been passed by other legislatures in Canada, or had been brought before such legislatures, and, with this end in view, we obtained all other Canadian bills or Acts on the subject. We found that Manitoba, British Columbia and Quebec had already legislated on the subject, while Ontario and another province had introduced legislation but had apparently deemed it wise to wait until they saw the success of those who first undertook to legislate on the subject. The draft bill was then again submitted to the Government, with copies of all the legislation on the subject, with annotations showing what legislation had already been passed and what ideas were new, after which it was accepted by the Government, who stated that they thought it advisable to introduce the bill themselves.

Putting in Practice.

We have now been given the legislation and I understand the motto of your association is that "Union is strength," but we must remember that legislation is one thing and the direct carrying out of the intention of the Act is another. The legislature has now done all that it can do and it remains for us to do the balance. For years the different provinces of Canada have had Creditors' Relief Acts in existence, whereby all execution creditors must share pro rata in the assets of the debtor, and I cannot help but feel that if this association is ever to have weight with the public and to assist the individual members, the same principle must be carried out wherever possible in practice before judgment, as legally it must after judgment; that is, that the assets of the different debtors of this association should by arrangement be distributed ratably before judgment as well as after, that the old inclination of each wholesale house to secure itself at the cost of its brother creditors should be abandoned, and that the association should act on a system whereby every creditor will share, and where securities taken would be for the benefit of all those, doing away with promiscuous litigation against the debtor, and actions based on the Fraudulent Preference Act being brought by one creditor against another; for we cannot but remember that while the Government have now legislated as to the rights of the wholesale men against the retail men, they had already legislated under the Fraudulent Preferences

Act as between one creditor and another, and it is as incumbent on us to avoid running foul of the question of fraudulent preferences, as it is for us to carry out the spirit of the Bulk Sales Act. I feel the above suggestions, if carried out, will in the long run not only be of benefit to your association, but to each wholesale house individually and to the public at large, including the retail dealer, and I emphasize this fact, for watching business transactions of this description from day to day, it has been pitiable to see so many instances occur where the large creditors show every inclination to assist the retail dealer, grant him an extension and do everything possible to save him from insolvency, and then, as in one particular case I know, the smallest creditor give instructions for the issue of a writ, which naturally brought about an assignment, a sacrifice of the goods and the incurring of costs which were finally paid by the debtor out of goods in hand which should have been turned into cash and paid to the creditors.

Another point on which I think I could profitably speak to-night is in reference to the application of the Criminal Code to sales and disposal of property by the debtor. Wherever the Criminal Code has been distinctly violated, I think it is the duty of the association to prosecute to the bitter end; but where, through ignorance or stress of circumstances or bad advice, the debtor, without real intent to defraud, has disposed of his property, I can only say that it is, in my opinion, a mistake to invoke the Criminal Law. Many cases arise where the biased view of the creditor might suggest the arrest of the debtor, but in twenty-four cases out of twenty-five, when the facts were brought before an unbiased person, it would be plain that it would be folly, not only on account of the lack of the necessary criminal ingredients, but because the acquittal of every such debtor only tends to weaken the standing of the wholesalers and arouses the sympathy of the public, and also weakens the chances of the association to obtain further legislation to protect them.

Another point which I think should be carefully considered by the association and by the various solicitors who are representing them, is the care which must be taken to formulate a system in reference to the report on the standing of debtors which will keep the association and the solicitor strictly within the law, and prevent actions under the circumstances laid down in *McIntosh v. Dun*, in the Privy Council, and *Smith v. Dun* recently in your own courts. This is not a matter to be discussed here, but one to be taken up with great care and exercised with the utmost prudence.

COMMERCIAL TRAVELERS HOLD BANQUET.

(Continued from Page 35.)

of the association in the commerce of the country and also made reference to the good work done by the Mutual Benefit Society.

The toast of the Dominion Parliament was first responded to by Hon. Judge Chas. J. Doherty, who spoke in his own inimitable style, raising a laugh from everybody by his inference that as we were now in an age of horseless carriages, wireless carriages, and so forth we might expect eventually to have a speechless parliament.

When Sir Wilfrid Laurier rose as the next speaker it was easy to see by the reception accorded him that, though there were many present whose political views were not in accordance with his, the respect which he has received from Conservatives and Liberals alike, had in no way diminished. Sir Wilfrid dwelt on the great progress made in the Dominion in the past years under the Liberal administration and said smilingly that trade had acquired such a momentum under this regime that doubtless good times might be expected to continue. Speaking of trade outside of Canada the speaker said that he would like to see Canada expand and endeavor to trade more with other countries. He said that on his travels he had met with travelers in Canada from all corners of the globe, but had never met a commercial traveler from Canada in any foreign country. He also said that Canada must not lose sight of the two great nations who are our neighbors on the other side of the Pacific Ocean, for whose trade both Great Britain and America were making a bold bid. Closing his speech, Sir Wilfrid adopted one of his characteristic attitudes saying "Awake! Awake! The dawn is upon us."

The Hon. Geo. E. Foster followed on with the reply to the toast of the Dominion Parliament. He stated that the commercial travelers were a very important body of men and one who could help the government very materially if they wished. He asked them to help him in his position of Minister of Trade and Commerce by writing to him on any subject with which he could deal and which would lead to the betterment of trade and commerce. He stated that the success of the government depended on knowing the wishes of the people, and that nobody knew of these wishes better than the travelers. He also said that if the former premier of Canada had known the wishes of the people a little better, he would not now be leader of the opposition.

Henri Bourassa replied to the toast of the province of Quebec, making a special

appeal for the recognition of the French language.

C. C. Ballantyne, in responding to the toast of the city of Montreal, stated that as one of the Harbor Commissioners he had had the pleasure of announcing last year, the advent of a new industry, namely the shipbuilding plant about to be established by the Vickers Company. This year it was a pleasure to him to announce that not only would this firm have a drydock large enough to build a vessel equal in size to any afloat but also that they intended to erect a large plant for the manufacture of steel tires. Mr. Ballantyne also dwelt lightly on the work done on the harbor during the past year.

Several other toasts were proposed and briefly responded to.

On the Side.

There is some class to the Gillette travelers. Mr. Bittues thinks that the best is not too good for them and therefore he always gets the first table in the centre. Guess how many dead soldiers there were.

C. C. Ballantyne has acquired the habit of keeping something up his sleeve to announce at this meeting. We hope that he will have as good announcements to make at future meetings as he has had at the last two.

Judge Doherty made reference to a speechless parliament and the only man who did not smile was Henri Bourassa.

Did you see our genial friend, Fred. Lariviere? He was there as usual with the glad hand.

Hardwaremen there were in plenty and it is said that the expense accounts will be on the heavy side this week.

Messrs. Kilborne and Campbell of the American Can Co. were there to can anybody who got canned.

ENLARGE FACTORY.

Carleton Place, Dec. 21.—At the coming municipal elections a by-law will be submitted to the people, proposing that a fixed assessment of \$20,000 be placed upon the factory of Findlay Bros. They are asking this in view of an extension of the works which is now being planned—an extension which would increase the output of the factory 50 per cent., and which would give employment to at least 200 men instead of the 160 now engaged at the plant.

"We have been badly pressed for room," remarked David Findlay to a Hardware and Metal representative. "If we are to fill our orders we must enlarge, and I hope the townspeople won't make this too difficult. We have determined to run full time all winter, but even that will not give us a large enough output."

Metal and Hardware Association Elect Officers

Montreal, Dec. 21.—Officers for the Montreal Metal and Hardware Association of the Board of Trade were elected at a recent meeting of that body, as follows:

President, H. J. Fuller; vice-president, Geo. J. Crowdy; treasurer, Alexander Gibb; directors, H. Walter, Dorken, C. H. Godfrey, W. J. Hayes, T. Esmond Peck.

Mr. Fuller, the president-elect, was unanimously chosen as the association's nominee to the Board of Trade Council.

Talks of the Intercolonial.

Before the election of officers, the retiring president, Col. William Starke, presented his report, which outlined the work done during the past year. Col. Starke spoke of the struggle which had been made to have the Intercolonial Railway placed under the railway act and made subject to the control of the Board of Railway Commissioners. "This has not been done, so far as I am aware yet," he said, "but we hope the agitation will not cease until this government railway is, like the railways with which it is competing, placed under the control of the Board of Railway Commissioners."

The Cartage Situation.

Col. Starke also referred to the decision, reached last January, whereby the railway companies closed their sheds as far as receiving goods for shipment was concerned, at 5 o'clock instead of six or seven. This had proved a great hardship, practically necessitating all loading for shipment to be done before 2.30 in the afternoon. The protest made, however, resulted in the Railroad Commissioners ordering that the freight sheds should not be closed before 6 o'clock in the summer season (from March 15th to November 15th), and not before 5 o'clock in the winter season (from November 15th to March 15th). The commissioners also ordered that these hours should be extended in case of breakdowns or other unavoidable occurrences, so that goods loaded in good time would be received at the sheds that night.

In addition to the former president's speech and the elections, one other important piece of business was transacted—that was the selection of a committee to prepare for the annual dinner, which will be held toward the last of January or early in February.

SIMONDS SAW SIGN.

The Simonds Manufacturing Co., Fitchburg, Mass., have issued very attractive new cardboard signs. They represent an old carpenter, bending a Simonds saw

and saying, "I tell you, its a great saw." The signs are 14 by 21, and make



New Sign Issued by Simonds Manufacturing Co.

an excellent hanger for store or office, or for use in window displays. The com-

pany have received countless favorable comments.

General Buildings.

The Brantford Oven & Rack Co., are to build a factory at Brantford, Ont.

A company capitalized at \$25,000, are looking for a site for the erection of a candy factory at Calgary.

The Bell Telephone Co. are contemplating the erection of a new exchange building at Guelph, Ont.

The Commercial Box and Enterprise Co., capitalized at \$200,000, will locate in Kingston.

A company to be known as British-Canadian Cannery Co., Ltd., capital \$500,000 bonds, \$750,000 common stock, contemplate the erection of about five canning factories in Ontario.

The Brunswick-Balke-Collender Co. plan to build a factory at Toronto, to cost \$80,000.

SHARPENING MACHINE.

In a recent issue, reference was made to the new sharpening machines put on the market by the Luther Grinder Manufacturing Co., Milwaukee. The accompanying illustration shows the new machine.



New Sharpening Machine.

News and Methods of Canadian Hardwaremen

St. John, N. B., Dec. 19, 1911.—Merchants dealing in hardware in this city, in Fredericton and in Moncton, are very much gratified with the success of the holiday trade to date, and are firmly of the opinion that this season's business in this regard will far surpass what has been recorded in past years. All lines of Christmas wares are selling well, and dealers who have stocked with "extras" in the way of toys, fancy goods, etc., have been encouraged to go still further into these lines next year, through the ease with which they have been disposed of even before the rush days have arrived. Brassware is being given especial attention this season by at least three St. John firms, Messrs. Emerson & Fisher, W. H. Thorne & Co., and T. McAvity & Sons, and novelties in brass are a source of much attraction in the windows, of which one or two are devoted at present in displaying them.

SOME GOOD WINDOWS.

Peterboro, Dec. 16, 11.—The weather in this district has not been very conducive to Christmas shopping so far. The roads around here are soft and heavy and farmers from the surrounding districts do not care to venture far unless for necessities.

The window trimmers in the various hardware stores have gotten up some very artistic window displays. The Kingan Hardware Co. have a very good selling display in their large window. The ground work has been in for some two weeks. The dresser finished it by putting in the background this last week. Every article is priced on a good bold price ticket (thanks we presume to the excellent plates furnished by Hardware and Metal), and this has been the means of some very good sales.

The Peterboro Hardware Co. have two very fine windows dressed by two of the clerks there. They intend entering them in Hardware and Metal's competition. One window is devoted to Flat and Hollow Ware and the other to chafing dishes and kindred lines.

Adam Hall, Ltd., also report business brisk, they having just started on the heating, etc., of the New Baptist church here. The International Harvesting Co., have acquired the Canadian Cordage Co. and are busy overhauling the machinery and placing new ones, preparatory to opening up again shortly.

The Canadian Canoe Co. are also to move into their large new factory shortly, being compelled to build on account of increased business.

Hamilton, Ont., Dec. 18.—The Mills Hardware Co., are making a strong effort to attract attention to their stock

CHARLES MILLS, Pres.

Friday, Dec. 16, 1931

NELSON MILLS, Ltd.

MILLS HARDWARE CO.

425 EAST BARTON ST.

LIMITED

If you appreciate a good useful tool for the house—the kind that is superior at a low price, you certainly want to visit our up-to-date store. We have just what you require for your home—a screwdriver for instance. The kind that will not blister the hands.

GOOD TOOLS

CUTLERY

A choice lot of beautiful knives, forks, spoons and pen-knives at the lowest prices.

Yankee Screw Drivers	doz to \$2.50
Yankee Hand Drills	\$2.50 to \$5.00
Yankee Revolver Drills	\$1.00 to \$5.00
Platt's No. 1 Machine	each, 75c, \$1.00
Platt's No. 2 Machine	each, 1.00 to 1.50
Platt's No. 3 Machine	each, 1.50 to 2.00
Platt's No. 4 Machine	each, 2.00 to 2.50
Platt's No. 5 Machine	each, 2.50 to 3.00
Platt's No. 6 Machine	each, 3.00 to 3.50
Platt's No. 7 Machine	each, 3.50 to 4.00
Platt's No. 8 Machine	each, 4.00 to 4.50
Platt's No. 9 Machine	each, 4.50 to 5.00
Platt's No. 10 Machine	each, 5.00 to 5.50
Platt's No. 11 Machine	each, 5.50 to 6.00
Platt's No. 12 Machine	each, 6.00 to 6.50
Platt's No. 13 Machine	each, 6.50 to 7.00
Platt's No. 14 Machine	each, 7.00 to 7.50
Platt's No. 15 Machine	each, 7.50 to 8.00
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Platt's No. 80 Machine	each, 40.00 to 40.50
Platt's No. 81 Machine	each, 40.50 to 41.00
Platt's No. 82 Machine	each, 41.00 to 41.50
Platt's No. 83 Machine	each, 41.50 to 42.00
Platt's No. 84 Machine	each, 42.00 to 42.50
Platt's No. 85 Machine	each, 42.50 to 43.00
Platt's No. 86 Machine	each, 43.00 to 43.50
Platt's No. 87 Machine	each, 43.50 to 44.00
Platt's No	

of tools. In an advertisement in the local papers, they say:

"If you appreciate a good useful tool for the house—the kind that is superior at a low price, you certainly want to visit our up-to-date store. We have just what you require for your home—a screw driver for instance, the kind that will not blister the hands."

There is a good demand at all times for tools for household use and this advertisement is calculated to create a good volume of business, even during the Christmas season.

Halifax, December 18.—Cragg Bros. Co. are offering a premium of \$20 to help along the sale of skates. Cash discounts are offered on skate sales and to the lucky holder that sum will be given. The details are announced as follows:

"We will have concentrated all the cash discounts on our skate sales and will give to some one \$20.00 in gold. Everybody buying their skates from us will have an equal opportunity of obtaining this most acceptable premium.

"Come in and we will tell you how."

Zealandia, Sask., Dec. 20.—W. M. Roberts & Co., hardware merchants, have announced their intention of doing business on a cash basis after the first of the year. This decision has been reached as a result of the unusually heavy demands of a credit business. The benefit, so it is declared, will be given to the customers in the price they will pay for their goods hereafter.

For the balance of the month, a discount is being offered on the stock carried. A 15 per cent. discount is being given on graniteware and reductions in proportion are being made in practically all other lines.

Ridgetown,¹ Dec. 20.—G. W. Laing, hardware dealer of this place, has been offering a cash discount to encourage holiday shoppers to deal with him. The terms offered are 5 per cent. off. From Nov. 25 to Dec. 31, a cash discount is given on all cash sales of \$1 and over.

Granum, Alta., Dec. 18.—D. M. Leyden, hardwareman, is making an effort to get his accounts collected and has advertised a friendly notice to that effect. He says:—"All those owing us are requested to come in and pay up, either by cheque or cash, so that we may smile and feel happy at Christmas."

He announces at the same time that he is offering some exceptional bargains in holiday hardware, adding: "You need the goods. We need the money. Let's get together."

The Vincit Co., of Queen Victoria St., London, E.C., have just issued a fine catalogue explaining their various carborundum and electric products. The company is now perfecting an organization so that it will be able to carry on extensive business in Canada.

HARDWARE TRADE GOSSIP

Ontario.

The Cloisonne Art Glass Co., Berlin, have moved into a new building.

Electric goods dealers in Galt report big sales of electrical appliances.

The annual convention of the traveling staff of the McClary Manufacturing Co., opened at London on Wednesday.

Litigation has arisen at Caledonia over an early closing by-law. The matter is being threshed out at Osgoode Hall.

A valuable sample coffee pot was stolen from the office of H. F. McIntosh, manufacturers' agent, Toronto. It was recovered.

James Stewart, of the James Stewart Manufacturing Co., Woodstock, was a visitor at the office of Hardware and Metal this week.

R. Hawkins, of Smith Falls, has just installed a new 400 candle power outside light, which helps to make the exterior of his store attractive.

There is now talk of forming a Hardware Hockey League in Ottawa. Two years ago a series of games were played, but last season, for some reason or another, interest flagged.

D. Misteale, hardwareman of Rodney, who has been conducting a corn contest, has announced the winners. First prize goes to Charles Barrett, of Aldboro; second to E. Misteale, of Eagle, P. O., and third to Alex. McColl, of Aldboro.

The Copp Stove Co., Fort William, have been building large additions to their works. A new storehouse has been erected among other changes. The rest of the plant is being enlarged, remodeled and fitted up with the latest machinery.

Stanley Moffat, an employe of the Adamanson Hardware Co., Orangeville, last week while riveting some work received a splinter of one of the rivets in the eye. Mr. Moffat went to Toronto to have the eye attended to by an expert.

John Purdom, hardwareman, of London, whose store was burned down in the recent fire, has completed a deal, whereby he has disposed of the lot formerly occupied by F. H. Brewster, for \$1,000 a foot frontage. The purchaser is Sir George Gibbons.

Thieves broke into the hardware store of the Vokes Hardware Co., Queen St. east, Toronto, and got away with about \$200 worth of razors and small cutlery. Entry was made by smashing a heavy plate glass door. This is the third time that burglars have visited the store.

Quebec.

R. Matte, of Ste. Adele, spent some time in Montreal this week.

Gordon Seybold, of the Starke-Seybold firm, Montreal, spent several days in Toronto last week.

Robert Rattray, tinsmith and hardware merchant of Richmond, was in Montreal on business this week.

W. B. Arthur, of the selling staff of Caverhill, Learmont & Co., Montreal, came up from Halifax this week to attend a conference.

Frank Newman, manager of the Canadian Fairbanks-Morse, Toronto office, formerly with Caverhill-Learmont, spent several days visiting in Montreal this week.

A. Mackie, who has been traveling through the Eastern Townships for Thos. Davidson Co., has been moved west. His headquarters will now be at Regina.

Wm. J. Keyes, formerly with Lewis Bros., Montreal, but now manager of "The Soo Hardware Co.," Sault Ste. Marie, was in Montreal for a few days this week.

L. R. Greene, advertising manager of Sherwin-Williams, was in Montreal last week, having come from the Cleveland office to discuss advertising plans with C. C. Ballantyne, head of the Canadian company.

The Brandram-Henderson convention is to be held in Halifax on January 4th and 5th, the definite date having been decided this week. The Montreal and western force leaves Montreal by special car on January 2nd.

Western Provinces.

P. Hill of Lebset, Sask., hardware dealer, is adding a stock of furniture.

C. A. Baskerville, hardware dealer, Winnipeg, is reported to be discontinuing business.

E. R. Mann's hardware store was the first establishment in Davidson, Sask., to use electric light.

The hardware stores at Strathmore, Alta., have decided to close every evening at 6 except Saturdays, when they will close at 8 o'clock.

The annual convention of the British America Paint Co. was held last week at Victoria, B.C., for three days, Tuesday, Wednesday and Thursday.

John Cleverly, postmaster of Southey, Sask., is reported to have purchased the hardware business of S. A. Younberg, of Earl Grey. He is to take possession on January 1.

J. Slopin, of the Transcona Hardware Co., Transcona, Alta., is erecting a new store to the rear of his premises. The addition will be 18 feet by 24, and will be two storeys in height.

The Vancouver Ad. Club held a luncheon at which the chief topic of discussion was "Shop early." Five thousand cards were printed and given to dealers in the city for use on tardy customers.

A serious conflagration occurred at Hawarden, Sask., starting in the hardware store of Milburn & Milburn. A brisk wind carried it to other stores and a part of the business section was entirely wiped out. The loss will be about \$50,000, fairly well covered by insurance.

Maritime Provinces.

Lawlor & Cain, hardware merchants, Fredericton, N.B., have issued handsome calendars.

Hardware Letter Box

Stamped Metal.

Geo. E. Mumford & Sons, Halifax, N.S.—"As I am a subscriber to Hardware and Metal, I take the liberty of asking if you can inform me where I can send for stamped goods, or get them stamped?"

McClary Manufacturing Co., London; Sheet Metal Products Co., Toronto; Thos. Davidson Manufacturing Co., Montreal; American Can Co., Montreal.

X-Ray Stove Polish.

Re inquiry in last week's Letter Box as to makers of X Ray stove polish, R. C. Chown, of Belleville, writes us that Lamonte, Corliss & Co., of Montreal, are the Canadian agents for this line.—Editor.

Inquiry Answered.

In the December 2 issue an enquiry was made for the present whereabouts of J. A. and A. M. Kennedy, formerly of Blenheim. J. W. Fleming & Son, of Blenheim, inform us that Jas. A. Kennedy's present address is Chaplin, Sask.—Editor.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 58.

MARKETS IN BRIEF.

Montreal.

Linseed oil up about three cents
Turpentine up three cents.
Copper up 25 cents a cwt.
Tin up two cents a pound.

Toronto.

Tin.—Advanced 1 cent.

MONTREAL.

Montreal, Dec. 22.—Tin is again the strong card, though copper has not declined at all since last reported. Rather it has advanced, advanced so rapidly that an upward movement of the small lot prices has been necessary.

The cause of the rise in tin is easily understood. All the advances there may safely and correctly be attributed to the syndicate. But with copper this is different. An attempt has been made to control that market, but only partial success has met these efforts. Some attribute the present advance to these manipulations, but there are many who think the higher level is just the natural result of steady and large buying—buying which has reduced the supply so considerably that prices should rightly be changed.

Spelter is causing little excitement at present. The supply is becoming greater and the prices continue at the recently fixed lower level.

Generally business is quieter than it has been for some weeks—a natural state of affairs at this time of the year. The quietness is being almost appreciated, for it gives the handlers a chance to sort and take stock. Heavy ordering is expected to start shortly after the new year.

Tin.—Whatever caused the syndicate to drop prices last week has not developed, but it has developed that this was only a temporary state of affairs, and that those who took the opportunity to buy were the wise ones. This week the prices upon the primary market have advanced rapidly. A few days ago quotations were £198. This Wednesday the figures were £206. An £8 advance in little more than a week indicates a strong market.

There appears no chance of easier prices within the next month or two. Indeed, one local handler stated that he would not be at all surprised to see tin reach £240 before the end of January. It would be a tremendous advance, but

where tin is concerned anything seems possible.

Past events have proved one thing, however. That is that tin is a good buy upon any appreciable decline. Those who bought last week are saving the 2 cents a pound increase which has come already.

Copper.—Handlers are somewhat surprised at the strength of this market. It was generally thought last week that the high level had been reached, but now another advance of 25 cents a cwt. has had to be announced. The metal does not seem to be particularly scarce, and yet the demand has been so active of late that prices have climbed over 90 cents in little more than a fortnight.

It must be remembered, of course, that copper has been remarkably cheap. The present higher level, therefore, is more or less natural. Still the rapidity of the climb has been unexpected. Some handlers declare the future of this market will be easier.

Antimony.—There is a fair demand, but the market is attracting little interest. There is no change in prices here.

Lead.—No advance has been noted here, at least none which has in any way affected the Canadian market. Early in the week prices dropped a little on the primary market. But they have since advanced, and the metal is now steady. A rumor comes from New York that a bear movement is to be started to reduce the price. Little credence is given this.

Pig Iron.—This is a quiet metal at present. A fair amount of buying is taking place, but the supply is fully equal to the demand, and no vacillating tendency of prices is shown.

Spelter.—Here, too, the general tone is weak. Prices remain about as last week. Still there is a firm market in Europe, and a weak one in the States. As Canadians largely bought bonded ore at about \$6.25, they have not suffered by the decrease. Rather they have benefited, for few had good supplies on hand. Enough is to be had now to meet requirements.

TORONTO.

Toronto, Dec. 21.—The metal market is quiet, demand having sunk to the small proportions usually reached at this time of year. With the end of the year and stock-taking so close at hand, manufacturers make shift to get along on present stocks, or at most order just sufficient to tide them over. There is, however, an excellent tone to the market. All metals are firm in price and

good enquiries are being received. Metalmen believe that the new year will open with unusually bright prospects.

Tin.—The price of tin is still in the ascendant. The syndicate seem to control the situation on the London market absolutely and they are gradually forcing the price up. As a result of the advances made on the primary market, the price here has gone up a cent, making the current quotation 47½ cents. The demand for tin is rather better than is experienced for other metals, but it cannot be said that any great degree of activity is being felt. The future of tin is uncertain but present indications point to a continuation of high prices.

Copper.—The brisk tone to the copper market has been maintained. The demand, in fact, has been better since higher price levels were established than before. The foreign consumption has grown to such proportions that fullest confidence is now placed in the probability of demand keeping ahead of supply, despite the increased production this year. Locally confidence is expressed that copper will continue in firm demand and that prices will not recede to their former level.

Antimony.—Enquiries constitute the business being done in antimony just at the present moment although a few sorting orders of small size have been placed. Little interest is being manifested in the metal.

Lead.—There is a firmer tone on the primary markets and this has been reflected here to some extent. No price change has been made, however, and it is not deemed likely that there will be any immediate advance. Stocks are not as short as they have been, as a result of a noticeable shrinkage in the demand. Purchasers are manifesting a lively interest in lead, however, and future developments will undoubtedly be watched closely.

Spelter.—A quiet tone is reported in spelter. After the stormy and trying conditions which have prevailed as a result of the urgency of the demand and the limited nature of the local supply, the market now presents a front strange by comparison. Local stocks are still light, but the demand has become almost nominal.

Pig Iron.—A heavy buying movement is imminent. Local jobbers state that they have been receiving a steady stream of enquiries and some large business is about to be placed. Prices remain firm, as follows:—Canadian Foundry, No. 1, \$19, and No. 2, 50 cents a ton less. Old Country iron is quoted at \$19.50 for Middlesboro No. 3, and \$50.25 for Clarence No. 3, Summerlee No. 2 is \$22, and Cleveland No. 1, \$20.50. Jarrow and Glengarnock irons are at \$20 and \$22 respectively.

HARDWARE MARKETS

MONTREAL.

Montreal, Dec. 21.—Christmas has not passed as yet, but the Christmas rush, as far as the jobbers are concerned, is concluded. The retailers are still busy. Busy is hardly the word. They are going at such a pace that they barely know which way to turn, and the smile that is hard to remove lingers about their lips.

The dealers are so busy selling the goods which they have already ordered, that they have little time to demand fresh supplies. The jobbing houses are getting few reports from their travelers. Orders are coming in by mail, but these are of sorting variety. They are for goods which are urgently wanted, and which must be delivered promptly.

Word comes from a number of outside places that the demand for building hardware is keeping up wonderfully well. The mild weather which has existed until the last few days was not good for many lines, but it did help the sale of this class of goods.

Christmas Goods.—As has been indicated, the activity in this line is now being felt by the retailer, not the jobber. The sales are large. Larger, it is thought, than they have ever been before. Even yet, at this eleventh hour, retailers are sending in hurry up orders, but the greater part of the stock was secured some time ago.

Household Goods.—Still activity is being shown in this line, though here also a slight lull is being experienced. It is a natural result of the large ordering which was noted during the last fortnight. The quiet season, as a matter of fact, is being hailed as a blessing by the jobbers. It gives them a chance to take stock, and to make their plans for the coming season.

Sporting Goods.—Skates, hockey sticks, and similar goods—while they are great Christmas sellers—may yet not properly be classed with Christmas lines. They sell well the winter through. One dealer reports that his sales during January last year were fully as large as those of December. This will explain why the ordering for skates is keeping up well. Some goods have to be sold before Christmas or they are likely to be on the dealer's hands for a whole year. Skates are different. There is a good long season for these, and dealers are not afraid to lay in a good supply.

Curling brooms, by the way, are proving good sellers for those who are handling them. It is peculiar though, that more do not take up this line. In every city or town there are enthusiasts of the "Roar-rin' game" who would be only too glad to part with a little ex-

tra price to get a broom made especially for curling.

Builders' Hardware.—The activity in this line is really surprising. Some stores are getting little business in this class of goods; but others, situated in a neighborhood where contractors are taking advantage of the comparatively open winter, are selling locks, door knobs, nails, screws, bolts and similar lines in surprisingly large quantities." I never had such a good fall in this line," remarked an Eastern Township dealer.

Heavy Hardware.—Here, too, there is a good steady demand. The call for pipe continues insistent, though it is doubtful if the lower prices struck last week had anything to do with this. These prices remain the same.

Cement.—The large orders in this line are over for the time being. These will not be received again until spring approaches. But the small orders are coming in satisfactorily. Twenty barrel, thirty and forty barrel orders are being received in large numbers. These are necessitated by the large number of twenty and thirty bag sales the retailers are making. Even in the country, where winter is usually a dead season in cement, a good deal is being sold. This material is getting a high place in the estimation of the farmer.

TORONTO.

Toronto, December 21.—The wholesale houses report that business is still brisk, although the demand has shown some falling off. This is inevitable, of course, during the last week before Christmas. A good many of the travelers are off the road and the retailers themselves are much too busy to pay much attention to the buying end of the business.

Seasonable Goods.—The demand for hand and this is helping to create an air of bustle and activity around the jobbing establishments. All local houses put in a very busy week.

Reasonable Goods.—The demand for winter goods has been "strung out" over a longer period of time than usual this year. This is due to the belated arrival of severe weather. The jobbers report that there has been no noticeable slackening in the demand. Sorting orders, some of large dimensions, are being received for blankets, mitts, snow shovels, sleigh bells, weather strip, etc.

Household Goods.—Although the demand in this department is not exactly active, there is a reasonably good amount of business being done. Engaged in the wind-up of the holiday trade, merchants are not paying much attention to sorting up. In fact, business will be fairly slack now in most household lines until

after stocktaking time. Tinware is moving rather more briskly than is usually anticipated at this time of year.

Builders' Hardware.—Trade in builders' hardware will pick up, it is believed, after the festive season is over. At the present time some orders are being placed, but they are all for immediate needs only. The demand in the city, where building continues apace, is still quite active.

Sporting Goods.—Skates and hockey supplies are moving out rapidly. The Christmas demand for these goods has been so heavy that stocks have become depleted and sorting orders are now being placed. The demand is particularly heavy from northern and western points. Sleds are being rushed out this week in heavy bulk, and there has been, likewise, a steady demand for toboggans and snowshoes.

Heavy Hardware.—There is still some business being done, although the interest shown is not very great just at this stage. Price quotations are:—Discounts on carriage bolts, 3-8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Christmas Goods.—It is surprising the amount of Christmas goods which have been rushed out this week. Dealers from all parts sent in rush demands for goods which had been sold out. The jobbers were kept busy supplying this belated demand.

A NEAT HOLIDAY BOOKLET

Fredericton, Dec. 18. — R. Chestnut & Sons, hardware dealers of this city, have issued an extremely neat and effective booklet illustrating the Christmas lines that they carry. The outside cover is in three colors and contains a picture of Santa Claus pointing the way into the hardware store. The booklet itself is called "Christmas in the hardware store." On the first inside page, the question is propounded: "Why not buy useful gifts? Why buy useless trinkets which soon get out of the receiver's memory. In the list which follows are presents useful and ornamental, which will be appreciated by everybody."

Each page is headed: "Why not buy?" and underneath the articles are subdivided under such heads as "Your Wife," "Your Mother," "Your Sister," "Your Husband."

LARGE NEW PLANT.

The H. W. Johns-Manville Co. are reported to be expending the sum of \$2,000,000 on their new plant at Finderne, N.J. Present plans include the construction of two hundred houses for operatives.

The Western Hardware Market Situation

Lack of Snow and Lateness of Threshing Has Hurt the Christmas Business Some—A Reduction in Lead is Forecasted—Linseed Oil Drops in Price.

Winnipeg, Dec. 18th.—While the continued mild weather which is prevailing over the entire west is being regarded as a "God-send" by the farmers, wholesalers are, nevertheless, expressing the opinion that a little winter weather at the present time, combined with an occasional snowfall or two would not only be of considerable help in their business, but would be of much assistance to the retailer. From some quarters comes the report that owing to the mild weather the demand for such Christmas lines as are carried by wholesalers such as skates, carriage heaters, etc., has been curtailed a lot, and the trade has been hurt considerably. To add to this the lengthening out of the threshing season has, it is claimed, affected the Christmas trade and spring business so far, as country merchants were very conservative in their orders. As threshing is however general, and as the congestion of cars is being gradually straightened out and farmers are able to get their wheat to the market, a freer tone is prevailing and prospects are good for a brisk spring business.

Owing to the Christmas season being near at hand, trade in wholesale lines has been rather quiet during the week, and the majority of the travelers have already found their way to the city. Those who have not yet completed their routes are expected in within a few days. Stocks in general are in very good condition and when all things are considered a very satisfactory season may have been said to have existed through 1911.

The only difference in price that is expected to take place shortly is in lead, where, owing to the reduction on the American market, lower figures are being looked for on the local market by wholesalers. While no definite decline has taken place as yet, it is hoped, however, that new figures will be quoted in a few days. Other lines hold steady and prices remain unchanged from last week.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.00; 2, \$1.60; p.g. oak, \$2.75.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel,

\$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$15.

Blocks—Steel, 50 per cent; wood, 60 per cent.

Cut Nails—\$3.15 per keg base.

Wire nails, base, \$2.80 Winnipeg; \$2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c. to 20 inch gage 29c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, \$3.87; 26 gauge, \$4.18; pressed standing seamed roofing, 28, painted, \$2.84; 26, \$3.24.

Canada Plates—Firm. Half polish, 6 and 7-inch, \$3.65; 8-inch, \$3.90; full polish, 6 and 7-inch, \$4.40; 8-inch, \$4.65.

Clevises—7½c. per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.90; 22 and 24, \$4; 6, \$4.20; 28, \$4.60; 30 gauge or 10½ oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Iron Pipe.—¾ in., \$3.25; ½ in., \$4.05; ¾ in., \$5.00; 1 in., \$7.20; 1½ in., \$9.80; 2 in., \$11.80; 3 in., \$15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.90; No. 2, and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$2.75; 6 \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—¾ in., \$3.15; ½ in., \$2.30; ¾ in., \$2.35; 1 in., \$3.15; 1½ in., \$3.80; 2 in., \$5.45; 2½ in., \$7.45; 3 in., \$8.95; 4 in., \$11.55; 5 in., \$18.40; 6 in., \$24.15; 7 in., \$32.25; 8 in., \$36.75; 9 in., \$42.50; 10 in., \$47.50; 12 in., \$61.50; 14 in., \$95.50; 16 in., \$118.

Logging Chain—¾ in., \$7.50; 5-16 in., \$6; ¾ in., \$5.50.

Lanterns—Cold blast, per dozen, \$7 coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Pig Lead—\$4.75. Lead Pipe—\$5.75.

Lead Waste—\$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10½c; British manila, 8½c; lath yarn, 3c.

Sheet Zinc—Casks, \$8.75; broken lots, \$9.25.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, \$28 per cwt.

Screws—Flat head, iron, 87½; brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I.C., \$9.75; I.X., \$11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, \$10.25; ½ box, \$5.50; I.X., full box, \$14.25; ½ box, \$7.50; 20 x 39, I.C., full box, \$13.50; ½ box, \$8; I.X., full box, \$15.50; ½ box, \$9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Prices on wire barbed and annealed and plain are all open and prices cannot be quoted. All wholesalers are open to receive enquiries on wire and it is doubtful if there is much of a contrast in prices.

Paint and Oils.

Trade in paints and oils at the present time resembles very much the condition of the general hardware trade. Owing to the Christmas season business is quiet, as no special Christmas lines are offered in this department. While mild weather has been prevailing outside building has not been resumed since the arrival of the first snowstorm, and it has just been cold enough to form a hard frost every night, with the result that great care has to be taken in the large buildings that are being put up at the present time. The linseed oil market is very weak and continues to decline, this week's figures showing another drop of 5c per 9 lbs. Quotations at the present time now range at \$1.05 for raw and \$1.08 for boiled. Turpentine is holding steady and is quoted at 85c per gal. in bbls., and 95c in small lots.

Putty and Glass.—A steady demand still continues to prevail for these lines and a fair volume of trade is being conducted. Prices remain unchanged, however, from last week.

Lead.—There is nothing new in lead. The market remains quiet and prices hold firm at \$6.50 to \$7.50.

New Hardware Goods

"PURITY" FOOD CUTTER.

David Maxwell & Sons, St. Marys, Ont., have in their "Purity" food cutter an article which fully justifies its name. The barrel is in two closely-fitting sections, clamped together in work-

for use in farm households. It can be installed in any dwelling without water-works, and only requires connecting with a stove pipe or chimney hole for ventilation. It is claimed for it that it requires attention only once a month.

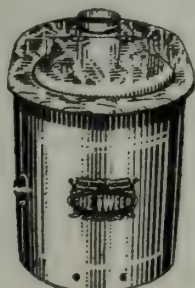


Maxwell "Purity" Food Chopper.

ing position in the frame, by one set screw. When this screw is loosened the barrel slips out with great ease and comes apart, thus releasing the various parts—the worm, cutting knife and disc. It is then a very easy matter to clean each part of the machine.

A NEW CONVENIENCE.

"The Tweed" Sanitary Liquid Chemical closet, put on the market by the

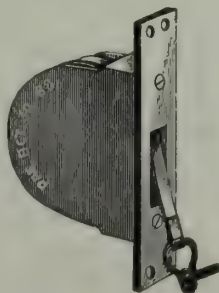


The Tweed.

Steel Trough and Machine Co., Tweed, Ont., is an article of particular value

CALDWELL SASH BALANCE.

The Caldwell Manufacturing Co., Rochester, N.Y., have issued a booklet, illustrating their sash balances. The top balance, shown in the accompanying illustration, is used on narrow mullion bay windows or in any window where



Caldwell Top Balance.

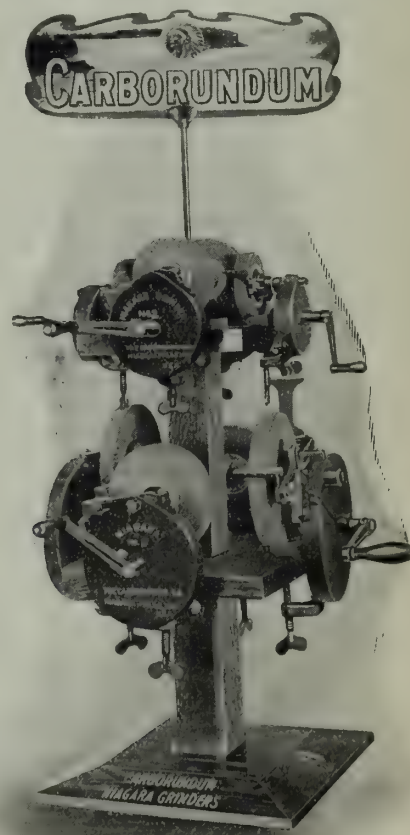
there is not sufficient width of frame to admit the side balance. A coiled steel clock spring sustains the weight of the sash, giving a noiseless and steady motion. It is attached to the sash by means of an aluminum bronze ribbon.

The balance requires only a plain frame without boxes or pockets.

GRINDER DISPLAY STANDS.

The Carborundum Niagara Grinder Display Stand which the Carborundum Company is giving free to dealers, is herewith shown. The man who is interested in getting a good grinder is anxious to see the machine from all sides; he wants to turn the handle to see that the machine runs easily, quietly; he wants to examine the tool rests, the casting, the grinding wheel and every little detail. He can't do this if the dealer simply places the machine flat on the counter.

The Carborundum Niagara Grinder Display Stands are furnished in two



Carborundum Niagara Grinder Display Stand.

styles. The single stand is for displaying four machines and the double for showing eight machines. Both stands are made from quartered oak, nicely finished. The single stand has one shelf and the double stand two. The support for each stand consists of a cold-rolled steel rod which passing through a square oak upright gives strength and rigidity.

Stoves, Furnaces and Cooking Accessories

A Strong Argument to Increase Furnace Sales

Establishing the Connection Between Humidity and Profit — Modern Houses are Kept Much Too Dry for Health, and Warm-Air Heating Conduces to Greater Humidity—A Splendid Opportunity for Furnace Men.

Humidity and Profit! At first thought it may not seem that there can be any direct connection between the two. The one is an atmospheric condition; the other is a result attained by successful business methods. But there is a connection—a very direct and tangible one from the standpoint, at least, of the hardware and stove dealer.

Before proceeding to demonstrate what this connection is, a few facts will require presentation. Humidity of the atmosphere is very necessary for the preservation of health; and yet, paradoxically enough, little provision is made for the maintenance of a sufficient percentage of humidity in the average home, despite the fact that in modern structure healthfulness and convenience are supposedly paramount considerations. Statistics tell us that the average humidity in the home is somewhere between 15 and 33 per cent. Now consider these figures. The humidity found in the arid sections of Arizona is 42.9 per cent. The Punjab registers 31 per cent. In the Sahara district it runs somewhere between 27 and 33 per cent. It may seem incredible that the atmosphere of the home is dryer than that of the desert, but such seems to be the case.

The results are highly deleterious. The furniture checks and cracks, the doors dry up and leave wide openings, everything becomes as dry as tinder. What is more alarming, the health of the occupants is bound to suffer. The skin becomes hard and dry, the nerves develop into goads, driving people to feverish activity. Sleep is broken. There are no restful oases in the desert air of the home, for even distribution of heat is one of the features of the rampant aridity of modern heating. Mechanical science has striven with a rare degree of success to find means of excluding cold, but in doing so has also banished moisture. The old-time fire-place failed to carry warmth to every nook and cranny of the spacious and poorly constructed homes of our ancestors, but it also left plenty of moisture. And it seems a fact incontrovertible that the people of by-gone days had a freshness of complex-

ion and a physical ruggedness that few of us can boast of nowadays.

It has been found that the regular filling of the furnace water pan and the placing of small pails of water inside the registers help to make the hot-air furnace more conducive to humidity than other heating systems. This is an important point, a fact which the hardwareman should not fail to grasp in its full significance. It constitutes one of the strongest arguments that could be adduced in favor of the installation of hot-air furnaces.

Result of Experiment.

In a recent article in "Good House-keeping Magazine," Lillian S. Loveland tells of an experiment made with a view to raising the humidity in her home, and thus banishing the manifest discomforts of excessive dryness. She says in part:

"My husband felt that a humidity of 50 per cent. in our living rooms was the correct standard to be striven for, so when, two years later, we built a modern, eight-room house, he had that in mind in planning the heating apparatus. We put in a regular hot-air furnace, but when it was being set up he had one large galvanized iron pan and one smaller cast iron pan fitted around the firepot, inside of the jacket of the furnace and under the radiator, so that the moisture evaporated went directly into the hot air pipes and then into the living rooms. These are in addition to the one furnished by the furnace maker, and the three pans, all told, hold seventy-two quarts of water.

"In severe winter weather, when there is a hot fire in the furnace, we evaporate from 20 to 24 quarts of water in 24 hours. Ordinarily, when the thermometer is from 20 to 30 degrees outdoors, we evaporate from 12 to 15 quarts per day, and raise the humidity in the house up to 35 or 40 per cent. If we evaporated more than that the extra moisture in the air would condense on the windows, forming steam or frost and would be a nuisance in many ways.

"To summarize, we find that evaporating 15 to 20 quarts of water daily,

during average winter weather, is about the right amount for a house like ours, only partially equipped with storm windows. This keeps the humidity at 35 to 40 per cent., which is certainly a big improvement over the humidity in the average home, which is probably below 25 per cent."

Where the Profit Comes In.

It is now reasonable clear where the connection between Humidity and Profit comes in. The need for a greater degree of humidity in the home can be used as a lever in creating a bigger demand for and, therefore, a better profit in, warm air furnaces.

After studying the statistics for the past season, one is convinced that the furnace industry is not languishing by any means. It has, in fact, shown a most healthy growth. Still, the furnace man could materially improve his trade in some respects. The tendency to use other systems in houses of large size is becoming marked. Hot water and steam heat have undoubtedly ousted the warm-air furnace from a large share of the desirable business. But the stove and furnace dealer could get it back, and more too, perhaps, if he were to demonstrate convincingly that a good furnace, with proper provision for the creation of moisture, has an advantage which should not be overlooked.

Educate your customers to the need of more Humidity in their homes and your Profit on furnaces will grow apace.

WILL ASK MECHANICS TO VISIT

Montreal, Dec. 22.—Evidently there is to be no dearth of exhibits in connection with the hardware convention to be held in the 65th armory the last three days in February and the first day of March. The committee having the exhibit in charge have arranged to erect 56 booths, and a number of these have already been taken. For a quarter of the number signed orders have been received, while enough enquiries have come to Mr. J. A. Baudry, the secretary, to make the filling of the other booths a certainty. The only trouble now, is to give the manufacturers, wishing to display their products, the position in the hall which they want.

Before it has been announced that on one day the architects and contractors are to be invited to attend the exhibit. It is now planned that an evening shall

be set aside for the mechanics. These men delight at an opportunity to inspect new tools, and it is felt affording

them an opportunity to see the new lines will have a good effect in stimulating trade.

December 14, they began to dilate on the advantages of the stove as a holiday gift. They say:

Buy Your Wife a Range for a Christmas Present.

What more practical Christmas gift could you buy your wife than a range from our handsome stock? We handle the "_____", comprising the best in ranges on the market. And we know the lady will appreciate a gift such as this."

How Stove Dealers Created Christmas Demand

Westwood Bros., Toronto, Offered a Turkey With Every Range Sold Before Christmas and Met With a Heavy Demand—Effective Advertising by Bloom & Britain, Hamilton.

Business in stoves falls off very appreciably around the Christmas season. In most cases, this can be traced to two reasons; the first is that people are too busily engaged in their Christmas shopping to think of purchasing, or to afford, stoves and the second is that the dealer accepts the slump as inevitable and makes no effort to revive interest.

The past year has been a record-breaking one in the stove line but the usual falling off has been experienced just the same by most dealers during the last two weeks. Even the most aggressive and alert dealers have experienced this. The writer was discussing the situation the other day with a member of the firm of Westwood Bros., Queen Street West, Toronto. "This has been a great year as far as we are concerned and I estimate we have sold 200 stoves more than last year," said Mr. Westwood. "Still the demand fell off about the third week of December and it occurred to us that we would have to find some means of reviving interest."

The plan finally adopted by Westwood Bros. was to offer a turkey with every range sold before Christmas. The result was an almost immediate stimulation of business. Not only were a large number of ranges sold for immediate installation but quite a few people, who needed stoves in the spring, placed their orders and were given turkeys. In such cases a deposit of ten dollars was demanded. This more than covered the cost of the turkey and assured the firm of the sale in the spring. Quite a number of orders were placed on that basis.

"In addition," explained Mr. Westwood, "we started people talking. For every one who bought a stove, at least one hundred people thought the proposition over and we will reap the benefit somewhere. It certainly did advertise us."

A Christmas Stove Ad.

Other progressive firms cast about them for some method of keeping the subject of stoves to the fore during the last two weeks of the Christmas trade. Bloom & Brittain, Hamilton, Ont., who use as their slogan the phrase, "The Stove Store of Quality," advertised stoves right through the past week with first-class results. The accompanying illustration is of one of the ads. of this

firm. We feel safe in predicting that everyone who picked up the paper would read that ad. through and that some of them would appreciate the common sense of the proposition by buying stoves. As a matter of fact, quite a large number of sales were made by this firm

Keeping At It.

McKelvey & Birch, Kingston, are another of the firms who believe in "keeping everlastingly at" the profitable work of advertising stoves. In a recent advertisement they make capital of the statement that there are 3,500 of the make of range that they handle used in and about Kingston. They say: "Most people know something about the _____ range. If you don't, please ask your next door neighbor, then come to us."

Stoves as Presents.

Quite a number of hardware and stove dealers have been advertising stoves for Christmas presents during the past two or three weeks.

Phillips & Co., of Orillia, say, under the caption "The Best Christmas Present."

"What better Christmas present could you buy for your wife than a range that will save you half of your fuel bill and give your wife perfect satisfaction every minute of the day?"

Klaassen & Son, Rosthern, Sask., follow the same idea. Starting as early as

BROOM FACTORY STARTED.

Ridgetown, Ont.—The Howard Broom Co. has started operations in temporary quarters with about five hands steadily employed and an output of 60 dozen brooms a week. They will move into their new factory on Erie St. about the first of the year, when it is expected the staff and output will be materially increased. Most of the broom corn used comes from Essex county, but steps will probably be taken to raise next year's supply in the vicinity of Ridgetown.

TO MAKE GENERATORS.

London, Ont., Dec. 21.—The Davis Acetylene Company, manufacturers of carbide acetylene generators, oxo-acetylene welding plants, and acetylene gas fixtures, and whose headquarters are in Elkhart, Indiana, have completed arrangements for the manufacture of their generators here by William Stevely & Son, Richmond street. The concern has its generator patented in Canada and on account of tariffs must manufacture on this side. J. Henry Baker, formerly of London, and until recently with another company, has been appointed general manager for Canada. Trade in the Canadian west will be sought, and possible a branch established there.



Be Sure It's An IDEAL
SEE OUR TRIplex COPPER
COIL GAS WATER HEATER.

"JUST BEFORE CHRISTMAS"

"Jack, Dear:

"I don't want you to get me any jewelry or dresses this year. What I would like you to buy me is a new Gas Range. My old one is simply discouraging to cook with."

"What kind would you prefer?"

"I have heard so much about the IDEAL GAS RANGES giving such good results. Mrs. Wilson and Mrs. Mitchell each have one. They say there is no other as good as the IDEAL. Their cooking and baking is perfect."

Mr. Husband,—Let us know which one you want and we will do the rest.

Mrs. Wife,—See that he doesn't forget to come to

BLOOM & BRITTAIN

121-123 SOUTH JAMES ST.

The Stove Store of Quality

Phone 233.

Open Evenings.

Novel Advertisement of Hamilton Firm to Sell Stoves for Christmas Gifts.

STOVE AND HEATING MARKETS

MONTREAL.

Montreal, Dec. 21.—On seeing the trade which is still going on in stoves, one finds it hard to realize that the orders coming to the jobbers are now few and far between. Yet such is the case. The stove business is by no means over yet, but the activity now devolves upon the retailer. He has secured the greater part of his supply; now it merely rests with him to sell what stoves he has. Some dealers are making such splendid efforts that they are having to order still more ranges and heaters, but in no case are these orders of great size.

The manufacturers are experiencing a lull at present. They are finding time for stock-taking, for conferences, and for other preparations for the busy season expected in 1912.

This is not a remarkably good season of the year for collections. The people generally are not anxious to pay their bills until after the Christmas season. This has a natural effect upon the dealers, who also are a little slow in remitting. But there is no acute situation. The money is coming in as well as was expected, and will come in better, the manufacturers predict, when the holiday season is once over.

Oak Heaters.—With the snow, which fell here and throughout the country generally on Saturday last, there came a revival in the demand for heaters. Farmers who had been putting off buying made their purchases. Some, who had stayed away from the centre of trade because of the bad roads, were able to sleigh to town. Once there they bought the stoves which they knew they needed.

Base Burners.—For these orders have kept up fairly well—better in fact than was expected. Throughout the eastern townships the demand is especially good.

Furnaces.—The back of the business in this line is broken. But there will undoubtedly be some activity the winter through. Buildings are still being completed, and these have to be equipped with heating fixtures. Practically no new furnaces are replacing old ones at this season.

Christmas Goods.—For the last three or four weeks the demand for nickel-ware and such goods has been remarkably good—much better than it was last year, but now Christmas is close at hand. Dealers are well nigh too busy to attend to orders. Some are asking for a few more of this and that article, but many, when they sell out their stock, are loath to replenish. They might be left with goods on their hands. For this reason, therefore, the orders being received for this line are small.

Kitchen Furnishings.—Here a large future business is being done. Practically

no shipping is taking place, but the travelers who are on the road are sending in large orders. Especially are these coming from the west. Dealers there are evidently determined that they will not be caught without a good spring stock. They are to this end placing orders now—orders which call for shipment during January or February.

TORONTO.

Toronto, December 21.—The stove trade is not large. Some sorting orders have been received but in few cases have they been for more than one or two. Some dealers, who have not up to the present taken their full complement of stoves ordered earlier in the season, are now filling in and some large shipments will probably be made before the end of the year. At the present moment, however dealers are too busy with the Christmas trade to put much attention to stocking up.

Ranges.—There has been a larger demand this year than usual in ranges, particularly during the last few weeks. It is believed that the retail demand for ranges for Christmas has been heavier than usual and this has resulted in quite a few sorting orders being filled.

Oak Heaters.—Orders are still received from some sections but the volume has fallen off very noticeably. A real cold snap would temporarily revive business in this line, it is believed.

Base Burners.—In this respect also, trade has reached an almost nominal basis. It has been a good year for base burners but the demand is now pretty well satisfied and only isolated orders are being received. The lull in business is permitting the manufacturers to get down to stock taking and this arduous operation is being carried on now in a number of offices. Plans for next year's campaign are also being mapped out. The general opinion seems to be that 1912 will be fully as good as the year just passed.

Furnaces.—Considerable activity is still noted here. The furnace men will, from present indications, be kept busy until well into the new year. Many orders for furnaces originally fixed for as early as November 20 have not yet been sent out, which is a pretty good indication of the fact that the furnace men have fallen behind with their work. The manufacturers are now well abreast of the demand but are still making good sized shipments.

Kitchen Furnishings.—The demand has fallen off some in this department although a few good sorting orders for the Christmas trade were placed early this week. Toward the end of the week, the demand slackened appreciably.

MILLS ARE BUSY.

Cleveland, O., Dec. 21.—The Iron Trade Review to-day says:—Orders for finished steel products entered on mill books so far this month exceed those of any corresponding period this year and practically all of the larger companies in the Western Pennsylvania territory report that daily bookings since Dec. 1 have been greatly in excess of capacity, with the result that several of the larger mills have about all the business they can handle during the next 30 to 60 days. In semi-finished steel, shapes, plates, steel bars, sheets and wire products, orders are being placed at \$1 to \$2 a ton above the market level in November. It is expected that the flow of orders and mill operations will slow down somewhat during the holiday season, but liberal specifications have been received against contracts previously placed for January shipment and indications point to extremely heavy production during the initial month of the new year. As a result of the decided improvement in general market conditions, mills which had been idle for many months have resumed operations and prospects are that a number of plants now idle will be started early in the new year. The leading interest this week started its 25-tin-mill plant at Monessen; placed its Sharon and New Castle, Pa., tin mills in full operation and started five additional mills at its American plant.

The largest sale of Bessemer pig iron made since February, 1910, has just been consummated by the Ohio Iron & Steel Co., which sold 25,000 tons to the Youngstown Sheet & Tube Co., at \$14.25 for January and February delivery. The last sale of anything like this size was to the United States Steel Corporation in February last year, it being 45,000 tons at \$18 valley.

DEALERS HAD EXHIBIT.

A number of local dealers showed forethought and progressiveness at the Industrial Exhibition of the Binghamton, N. Y., Chamber of Commerce, held Thanksgiving week.

For the occasion the Babcock, Hinds & Underwood Co., hardware dealers, and the Stickleby-Brandt Co., furniture dealers, joined in a large booth and there illustrated an ideal dining room with the table set for Thanksgiving.

The hardware dealers utilized the posters and literature put out by the manufacturers, and had displays of Community Silver and Thermos bottles, thus bringing to the attention of the general public the attractive features of these nationally advertised products.

Cement Company is in Strong Position

Business Has Increased Fully Thirty Per Cent. This Year, Declares F. P. Jones, the Manager — Mr. Jones States That Western Dealers Now See the Cement Situation in Its True Light—They Recognize They are Getting the Product Cheaper Than Ever Before, With the Exception of the Panic Year.

Montreal, Dec. 22.—F. P. Jones, manager of the Canadian Cement Co., is back from Winnipeg, where he has been grappling with those who have objected to the charges being made for cement. Mr. Jones appears quite satisfied with the results he achieved, and, what is more, he appears thoroughly satisfied with the status of the company.

New Plant Nearing Completion.

The new Winnipeg plant, the manager states, will be completed and ready for operation about the first of June. The output will be 2,000 barrels a day, which, taken in conjunction with the product of the plants at Exshaw and Calgary, will bring the total production west of the great lakes up to 140,000 barrels a month.

Speaking of the standing of the company all over the Dominion, Mr. Jones had no hesitation in stating that despite a comparatively quiet November and December—a quietness which was to be considered—the business done during the year will be greatly in excess of that carried on in 1910. "This increase will be found to amount to 30 per cent," declared Mr. Jones.

Cement Cheaper Than Before.

As far as the controversy with the Western dealers is concerned, Mr. Jones believed he led them to look upon the situation in its true light. He led them to see that while cement is dearer here than in the States this condition of affairs exists merely because of cut-throat tactics which have been resorted to by the mills across the border. By quoting figures he showed that the price asked for cement in the West is now less than it has ever been, barring the panic days. The merger, he contended, could not fairly be considered to have brought any hardship to the consumer or the dealer, rather benefit.

A HANDSOME CALENDAR.

The Carborundum Co., Niagara Falls, have issued a very handsome calendar of unusual size. It is very wide and gives a view of the whirlpool rapids at the Falls. Printed in green tones, the picture has rare merit and is well worth preserving. Below are printed views of the factory and the six branch stores of the company.

One of these desirable calendars has reached the office of Hardware and Metal, and has been hung in a prominent place.

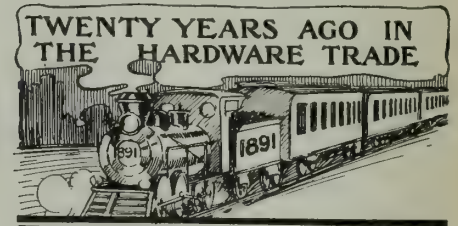


By "Mack."

The scope of industrial activity in our country has expanded to such an extent within the last decade that the leaders in this era of unprecedented development are said to have pronounced their most difficult problem to be an inadequate supply of men trained to the level of ordinary efficiency. It is reasonable to assume that this condition exists in the manufacturing field to-day and also in one or more of the professions. In searching for a cause to account for this unpromising outlook to our rapid progress in the future, trained observers inform us that the onus of responsibility descends upon the shoulders of the people themselves. They do not want to undergo the uncomfortable effort of will which could alone propel them forward on the road to ambition and the goal of success. The best instruction of modern economic and sociological writers gives to the trained will first place as the energy upon which rests our hope against failure.

With our universities showing the way along the highway of modern thought, it may not be inappropriate to expect to find in the not distant future a chair established devoted to higher scientific education in business, including retail, wholesale and other branches. The training in general which a student receives in the universities places him upon a higher plane of advantage in meeting the difficulties and obstacles to be overcome before reaching the crown of victory in life, but with the additional equipment of special business and psychological grounding, much that is now uncertain and confused in the management of affairs of trade would be eliminated and results might more readily be foretold with accuracy. It is asserted to be scientifically an impossibil-

ity that business life can cause to develop in the ordinary career a situation too difficult for the perfectly trained will to vanquish. Therefore, the importance of mind culture which I have elsewhere combined with technical business education is justified and the germ of this idea of will evolution if it should take root in the intellect of the unskilled ranks should flower in an ambition and resolution to rise above their present level to the highest standard of service. The power to initiate such action lies in the individual, and to cultivate this inherent energy and sustain it gives one the title to the prizes of life.



The following items are taken from Hardware and Metal, issue of December 26, 1891:

"Aikenhead & Crombie, wholesale and retail hardware dealers, Toronto, are retiring from the general hardware business, to go exclusively into builders' hardware."

Editor's Note.—The present hardware establishment of Aikenheads, Toronto, although specializing in builders' hardware, carry a very large line of general shelf hardware.

"Ottawa lost an old and valued citizen on Saturday, in the person of Alexander Workman, of the well-known firm of Workman & Co., hardware merchants. Deceased had been a resident of Ottawa for upwards of fifty years, for forty-five years of which he had conducted one of the most successful hardware establishments in the city, under the name of Workman & Griffin."

"The great demand on the Ontario Tack Co., Hamilton, for goods demonstrated the fact, some time ago, that they would require more rooms and additional machines, if they were to keep pace with their orders. Mr. Whitton, secretary of the company, and the superintendent, J. Callaghan, were equal to the demands on them, and to-day the company are settled in their large new premises on Queen street."

Editor's Note.—The Ontario Tack Co. are now one of the constituent parts of the Steel Company of Canada, of which F. H. Whitton is assistant general manager.

Methods of Retailing Paints and Varnishes

Stock Taking Methods in the Paint Department

It is Highly Necessary That a Thorough Inventory Be Made—Holding After-Inventory Sales is Found to be a Valuable Device for Clearing Out Odds and Ends of Stock.

The necessity of an annual inventory is felt most particularly in the paint department. Stock-taking serves a double purpose; it determines the financial position of the firm and indicates the nature of the stock carried. In regard to paint, the latter point is an important consideration. In no other department is the tendency for odds and ends of stock to accumulate, more marked. At the end of a busy season, the paint stock contains a large proportion of miscellaneous goods, some damaged, some old, which should not be allowed to remain on the shelves for any length of time. No dealer can afford to let these odds and ends accumulate. They soon become unsalable and, as an additional objection, they detract from the selling power of the better stock by spoiling the appearance of the department.

Stock-taking serves the valuable purpose of bring to light the "undesirable" part of the stock. After he has made his inventory, the dealer knows what he should keep in stock and what he should endeavor to clear out. If he acts promptly on the information thus obtained, he is sure to profit to a not inconsiderable extent.

An After Inventory Sale.

Broken lots, odd tins, and slightly damaged goods can be disposed of by holding an after inventory sale. Despite the fact that the annual inventory is made around the first of the year and that paint does not sell readily at that period, it is quite possible to sell off the bulk of the goods which it is desired to eliminate. Experience proves this. The writer has known a number of dealers who made after inventory paint sales an annual event. In every case, they have found that they are able to sell the goods without much difficulty.

It is necessary, of course, to offer the goods at a reduction in most cases. Still it is better to realize on them, even if the profit is reduced, than to hold on and, perhaps, have to throw the whole stock away in the end. This is the inevitable result where goods are allowed to accumulate without any attempt at sorting up.

One Dealer's Methods.

A western dealer, who has made his paint department one of the best paying branches of the business, has followed the after inventory sale plan for years. He takes stock the first two weeks in the year and then "cleans up" the paint department the following week. Every tin which is beginning to show signs of wear and tear is marked for immediate sale. The goods thus picked out are put on a table and shoved to the front of the store. Price cards are placed on the table, indicating that a liberal discount is being given.

"That is all we have to do," he explains. "The paint sells itself. Customers who enter cannot help but see it. If they have any need for paint or varnish, they are certain to inspect the lot; the price cards do the rest. In three weeks at the most, we sell practically everything."

The great advantage of following this plan is that the stock left is comparatively new, fresh and worth one hundred cents on the dollar. The department can be made neat and attractive looking and no dead goods are carried over for the spring trade. A great advantage surely.

Methods of Stocktaking.

Stock-taking in the paint department is not a matter entailing any great difficulty or labor.

A method which has been followed in some instances with success is to perform the task of "weeding out" identically with the counting and valuating. As the tins are counted, their value is appraised, and the tins which are deemed to be worth keeping in stock, are replaced on the shelves and those picked out for the sale are placed on a table close at hand. By the time that the inventory of the department has been completed, the goods for the sale have been selected and set aside. This is "killing two birds with one stone" and saves quite a little labor afterward. Any device, calculated to save time and labor at stock-taking, will doubtless be appreciated.

Goods Can be Sold.

As stated before, paint can be sold in the winter time, despite the impression

to the contrary that prevails in so many stores. Interior stains, paints and varnishes are required all through the winter. The farmers have more time on their hands and are more likely to consider purchasing paint for use on implements and wagons. People who would buy paint for any of these purposes—and they are not few in number, by any means—would undoubtedly be attracted by the offer of a discount in connection with the sale; the result being that it is possible to clear out large stocks even in the middle of winter.

PRATT & LAMBERT, INC., ENLARGING.

Announcement is made of the moving of the New York offices of Pratt & Lambert, Inc., varnish makers. The firm have leased an entire floor for a long term of years in the new fireproof Cameron building on the northeast corner of Madison ave. and 34th street.

Pratt & Lambert have for over half a century been located in the downtown district of New York—during the last few years at 100 William street, which has for many years been more or less of a centre for the paint, varnish and chemical industries.

With an ever progressive policy the management of Pratt & Lambert, Inc., appreciate the advantage of locating in the heart of the city, where their business will be convenient to the railroad terminals, and at the same time brings them very much closer to their factory at Long Island City, while making it possible for them to be in closer touch with their customers, either visiting or local.

Much additional manufacturing room and equipment has been added at the Buffalo plant of Pratt & Lambert, Inc., which now covers almost the entire five-acre plot originally purchased when the headquarters were established in Buffalo. The new building of four stories and basement which has just been erected is 125 ft. x 48 ft. It is of fireproof construction, being built of brick, steel and concrete throughout. The floors are solid concrete, as well as the entire inside finishing of the building, and all steel is encased in concrete to prevent buckling in case of fire. This building is to be devoted entirely to manufacturing, with the exception of a large room in the basement, where lockers, shower baths and other conveniences have been provided for the employees.

There's Money *in* the ML Line

ML goods are made to build up trade for our dealers and ourselves. They have to be good, and they are good because we've been in business for 20 years—long enough to know that the way to succeed is to give full honest value for every dollar's worth we sell.



ML PAINTS

Under severe weather tests ML Paints have stood up better than the many "best" paints in the market. We know. You can surely entrust your most particular trade with ML Paints.

ML FLOORGLAZE

A quick drying, glossy, wear-resisting finish—good for any paint purpose. In solid and transparent effects. Many shades. Well advertised. Splendid for amateurs who want to "fix up things" themselves.

ELASTILITE VARNISH

Here's one of the best exponents of the goodness of the ML Line. A favorite with folk who know that quality pays though it seems to cost more at first. Elastilite is splendid for any varnish need, indoors or out.

Many other good members in the ML Line. Get price list, color cards and samples soon, from

Imperial Varnish and Color Company, Limited, Toronto

6-24 Morse St., Toronto

108 Princess St., Winnipeg

524 Beatty St., Vancouver

A Merry Christmas

*Man is truly happy only as he progresses;
for progress is the law of the universe.*

A Happy New Year

THE SYMBOL



OF PROGRESS

Prepare for 1912 by getting in line with progressive "High Standards" of paint.

The winning beginning is to secure the exclusive agency for the best paint—best in performance rather than assertion.

Don't take anybody's word for it, or accept our views on the subject, but investigate the "High Standard" proposition—make comparisons and see for yourself—that's the only way to tell.

Be willing to investigate the proof of test when our traveller calls—as a sign of your progressiveness.

LOWE BROTHERS LIMITED
TORONTO

DAYTON,

NEW YORK,

BOSTON,

CHICAGO,

KANSAS CITY

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Dec. 21.—While Christmas brings great activity in many lines of trade, it has not that influence upon the paint market. These are the slow days in this line, yet the manufacturers are not complaining, for the season just closing has been one of the best upon record.

"I never remember a November which was so busy," declared one manager. "We sold a tremendous amount of some lines in that month, and while it might have been expected that this would so fill the dealers' shelves that there would be practically no ordering in December, such has not proved the case."

All planning now is for the season to come. Travelers are booking orders for spring delivery, but they will go at this work more vigorously after the new year. The question of prices is also being considered at present. The manufacturers have made no announcement in this regard as yet, though they will likely have something definite to say in a week or two. Among retailers there seems an impression that paint prices will be lower next year. Unequivocally this may be denied. There is little possibility of such a downward movement for six months at least. The prices of some lines, indeed, notably colors ground in oil, are likely to rise.

A few changes in price have been noted. These are not important, for the volume of business being done at the present time is small.

White Lead.—Here there has been no change during the week. The situation in the old country is unaltered, and there does not seem to be anything in sight which will bring a different price level here. White lead is now fairly high. It will therefore not be raised unless absolutely necessary. On the other hand it must be remembered that white lead was not raised when pig took its last advance. For this reason a slight decline in the price of pig can hardly be expected to bring an equivalent decline in white lead prices.

Putty.—The demand has fallen away considerably, since the glazing of the fall has been well nigh completed. It has been a good year for putty. But that is only natural since there was so much building.

Linseed Oil.—In this market the fluctuation has continued. The English market first sank, and then, upon the report that frost had spoiled a good part of the Plate crop, a strong advance was noted. This advance has not been generally followed in Montreal. Some handlers are still quoting 87 and 90, as last week, but others state that the price

should be at least 93 and 96. The raw oil is costing handlers 86 cents.

Little buying is taking place, so the price is not of great importance. Those who are buying, however, are finding the general price about 90 for the raw and 93 for the boiled oil.

Glass.—Activity has diminished here—that is as far as orders go. The handlers are having no idle moments, for since receiving information of the change in the rate of duty, they have been estimating what refund is due them. Every bill paid upon the new rate of duty, struck last spring, was paid under protest; but the exact amount which was thus improperly paid cannot be told offhand. The refund from the customs department, as a result of the repeal of this excessive tax, will amount to many thousands of dollars.

Petroleum.—Good orders for oil are being received all the time. There has been no change in prices, the quotations being: Prime white, 14c; water white, 15½c; Pratt's astral, 19.

Turpentine.—An advance has been noted here, the price now asked being 72c, as compared with 69c last week. There appears no great cause for the change, other than that those controlling the market at Savannah are so regulating the supply that there is a good comparative demand.

TORONTO.

Toronto, December 21.—Business has quieted down with the near proximity of the end of the year. A good many jobbers have taken their travelers off the road and business from that source has, therefore, slumped considerably. Mail orders have also become few and far between.

This slackness in the demand is being utilized for the taking of stock, holding of conventions, and other business of a like nature generally held around the first of the year. In another week the big rush for spring business will commence. It is said that quite a few retailers have already placed their orders for spring requirements.

Linseed Oil.—The situation in linseed oil is proving a little puzzling. A week ago the crushers withdrew quotations and everything seemed to point to an increase in the price. This natural inference has not yet been borne out, however. Although the indications are that higher quotations will be made in linseed oil, the price has not yet been changed and the jobbers are selling at 86 for raw and 89 for boiled. The demand, however, is not large and in a sense the quotations are nominal. It is becoming more apparent every day that the Canadian flaxseed crop is much smaller than earlier estimates, due to

the severe losses sustained toward the end of the season. This fact alone seems to establish the fact that linseed may be expected to see advances between the present time and spring.

Turpentine.—Although the same quotation is being made as last year—viz., 71 cents—it is problematical whether this price will hold for any length of time. The price at Savannah is advancing rapidly and, in fact, has advanced several cents since the present local price was set. At the same time the supply still on hand at Savannah is larger than usual at this time or year, and very considerably larger than at this time last year. In order to create a long era of higher prices, this accumulation will have to be materially reduced and it, therefore, depends largely on whether or not the manufacturers, who use turpentine in their products, have short stocks. The general belief is that in most cases stocks are light and that the manufacturers will soon be in the market. This would mean an advance on the primary markets and, as a natural consequence, in Toronto. Under the circumstances, it is not possible to predict future developments with any degree of certainty, but the probabilities rather favor an advance soon. Demand at the present time is not large.

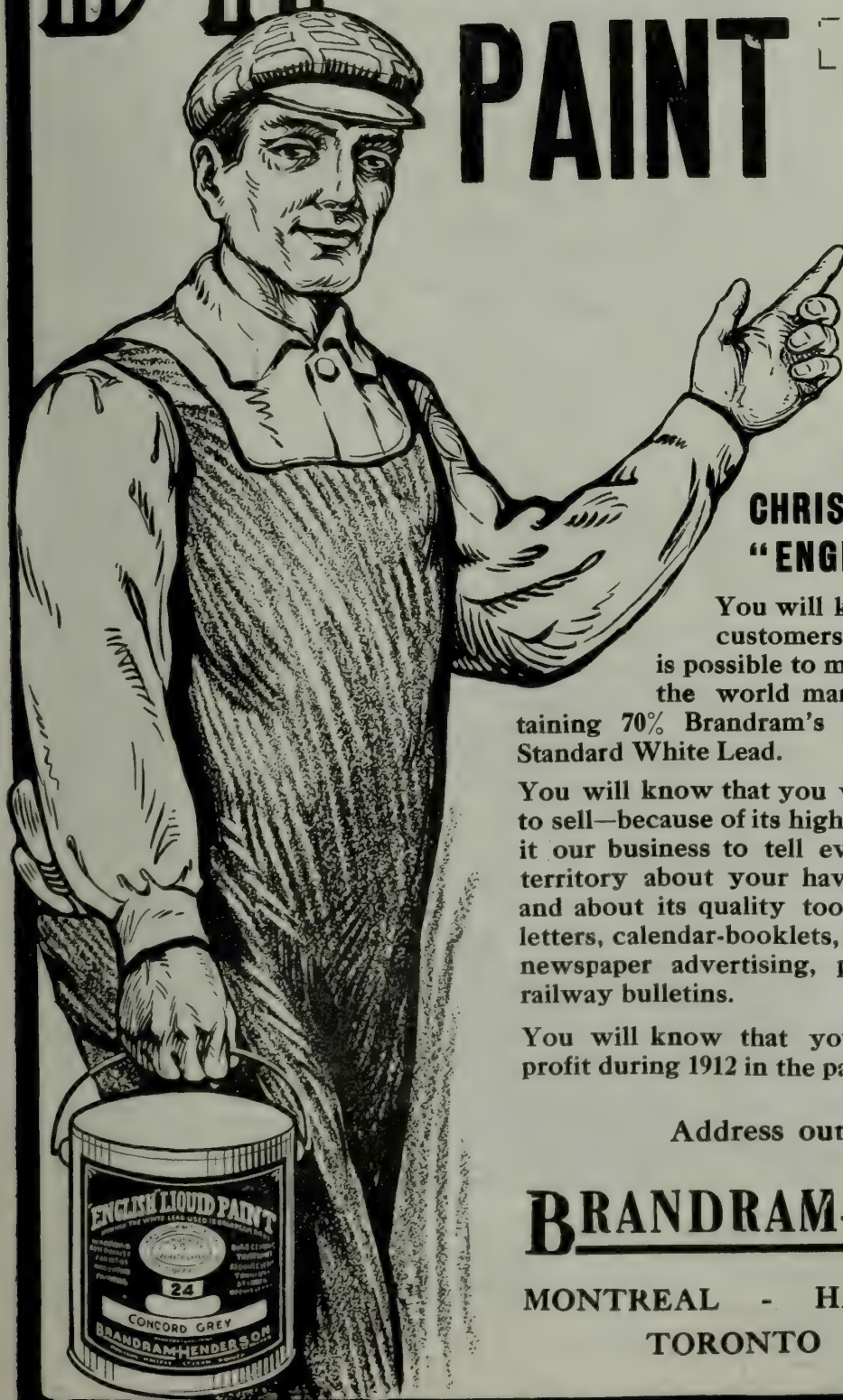
White Lead.—Spring orders for white lead are being booked and the prospects are bright for a good demand right through the winter months. The price situation has become straightened out some. It is not believed that the present price will see any reduction, in the near future, at least, but it is not deemed likely, either, that any immediate further advances will be declared. For the first time in a long while no rumors of impending advances are heard.

Glass.—Quite a little business is still being done in glass. The building season this year has been prolonged beyond the usual limits, and this is responsible for the more than seasonable activity noted in the glass trade, a condition to which the severe shortage earlier in the season has also contributed. Jobbers report that they have now pretty well caught up with all their orders. Stocks are still unusually light.

Putty.—Demand is also fairly heavy for putty. Quotations here remain stationary. Standard putty is quoted as follows: Bulk, in casks, \$2.20; in 100-lb. drums, \$2.25; in 25-lb. drums, \$2.65; bladder, in barrels, \$2.75. Pure putty prices remain the same: Bulk, in casks, \$2.50; in 100-lb. drums, \$2.80; in 25-lb. drums, \$2.90; bladder in barrels, \$3.

Prepared Paints.—Only sorting orders are being received, although some spring business is also being booked already. Varnishes and japans are selling in rather better bulk.

B-H "ENGLISH" PAINT



PURE
WHITE LEAD 70%

PURE
WHITE ZINC 30%

PURE
PAINT 100%

**You will have a MERRY
CHRISTMAS if you stock B-H
"ENGLISH" Paint for 1912**

You will know that you have for your customers the highest grade paint that it is possible to make—the only liquid paint in the world manufactured with a base containing 70% Brandram's B.B. Genuine Government Standard White Lead.

You will know that you will have a paint that is easy to sell—because of its high quality and because we make it our business to tell every property owner in your territory about your having B-H "ENGLISH" Paint and about its quality too—we tell them by personal letters, calendar-booklets, store displays, outdoor signs, newspaper advertising, posters, street car cards and railway bulletins.

You will know that you are going to make a good profit during 1912 in the paint end of your business.

Address our nearest office.

BRANDRAM-HENDERSON LIMITED

MONTREAL - HALIFAX - ST. JOHN
TORONTO - WINNIPEG

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c; Imperial tough, 50c; White Brass, 48c; Metallic, 45c; Special, 33c; Harris heavy pressure, 25c; Hercules, 20c; White bronze, 15c; Star frictionless, 10c; Aluminum, 9c; Mogul, 6c; No. 3, 5c; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c; Superior, 45c; A Special, 35c; Hoo Hoo, 25c; "A," 20c; "B," 18c; "C," 15c; "D," 12c; No. 1, 10c; No. 2, 8c; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c. Defender, 20c; Mystic, 17c; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, $\frac{1}{2}$ to $\frac{3}{4}$ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch.	2 30	2 40
Tubes per 100 feet, $\frac{1}{2}$ inch.	9 50	9 00
" " " " 2 " "	8 25	8 50
" " " " 3 " "	10 50	10 00
" " " " 4 " "	12 00	12 10
" " " " 5 " "	15 00	15 30
" " " " 6 " "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge... 0 21
Rods, base $\frac{1}{2}$ to 1 inch, round... 0 16
Tubing, seamless base, per lb.... 0 21
Tubing, iron pipe size, 1 inch base... 0 21
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 45; patent quick-opening valves, 70 and 10 p.c.
Kerr engine, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62 $\frac{1}{2}$ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62 $\frac{1}{2}$ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62 $\frac{1}{2}$ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot.	14 50
Out lengths, round bars, $\frac{3}{4}$ to 2 in.	21 00
Plain sheets, 14 oz., 14 $\frac{1}{2}$ and 14 $\frac{3}{4}$ inch.	23 00
Copper sheet, tinned, 14x60, 14 oz.	24 00
Copper sheet, planished, 14x60, base	31 00
Braziers, in sheets, 8x4	23 00

IRON AND STEEL

	Montreal	Toronto
In car lots.		
Canadian foundry, No. 1.	19 50	19 00
" " No. 2.	20 00	20 00
Middlesboro, No. 3 pig iron.	18 00	19 00
Summerlee, No. 2	20 00	22 50
Carron, special.	20 00	20 00
Carron, soft.	19 75	20 00
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.	17 75	20 50
Glenbrook.	22 50	22 50
Radnor, charcoal iron.	32 00	32 50
Ayresome, No. 3.	18 75	20 00
Ferro Nickel pig iron (800).	25 00	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh.	27 50	27 50
Angles.	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron	2 05	2 28
Refined "	2 15	2 30
Horsehoe iron	2 15	2 30
Mild steel.	1 95	2 15

Sleigh shoe steel.	1 90	2 15
Iron finish machinery steel (domestic).	1 95	2 15
Iron finish steel (foreign).	2 25	2 25
Reeled machinery steel.	2 85	3 00
Tire steel.	2 00	2 35
Sheet cast steel.	0 15	0 15
Toe cask steel.	2 85	2 90
Mining cast steel.	0 07 $\frac{1}{2}$	0 08
High speed.	0 65	0 65
Capital tool steel.	0 50	0 50
Camellaid Laird.	0 08	0 08
Black Diamond tool steel.	0 08	0 08
Corona tool steel.	0 08	0 08
Silver tool steel.	0 12 $\frac{1}{2}$	0 12 $\frac{1}{2}$

	Montreal	Toronto
10 gauge.	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 25	2 65
28 "	2 40	2 80

	Montreal	Toronto
Ordinary, 52 sheets.	2 90	2 90
All bright, 52 sheets.	3 70	4 00
Galvanized—Apollo D. Crown Ordinary		
18x24x52.	4 45	4 45
60.	4 70	4 80
20x28x80.	8 90	8 70
" " " "	9 40	9 20

	Montreal	Toronto
22 gauge, per square.	6 10	6 10
24 "	5 00	5 00
26 "	3 85	3 85
28 "	3 65	3 65

	Montreal	Toronto
Less 10 p.c.		

	Montreal	Toronto
B.W. Queen's Fleur Gordon Gorbals		
gauge Head de-Lis Crown Beat		
16-20.	3 60	3 60
22-24.	3 65	3 65
26.	4 05	4 05
28.	4 25	4 25
Colborne Crown—3.65, 3.70, 3.75, 4.00.		
Less than case lots 10 cents per hd. extra.		
"Comet" sheets.	3 65	3 65
24.	3 70	3 70
26.	3 75	3 75
28.	4 00	4 00
Apollo brand—		
24 gauge, American.	3 45	3 45
26 "	3 85	3 85
28 "	4 10	3 95
10 $\frac{1}{2}$ oz., equal to 28 English.	4 35	4 25

	Black.	Galvanized
Size (per 100 ft.)		
1 inch.	1 80	2 57
" " "	1 80	2 57
" " "	2 25	3 23
" " "	2 75	3 83
1 " "	3 93	5 48
1 $\frac{1}{2}$ " "	5 35	7 49
1 $\frac{3}{4}$ " "	6 44	8 98
2 " "	8 05	11 46
2 $\frac{1}{2}$ " "	12 85	18 30
3 " "	16 65	24 03
3 $\frac{1}{2}$ " "	22 57	33 65
4 " "	25 65	35 90

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2 $\frac{1}{2}$ " "	12 85	18 30
3 " "	16 65	24 03
3 $\frac{1}{2}$ " "	22 57	33 65
4 " "	25 65	35 90

Machinery cast scrap, No. 1	16 00	14 50
Stove plate.	12 50	13 00
Malleable.	9 00	9 00
Miscellaneous steel.	5 00	6 00
Old rubbers.	0 09	0 08 $\frac{1}{2}$

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb.	4 60	4 50
Imported pig, per 100 lb.	4 85	4 60
Bar pig, per 100 lb.	4 85	4 25
Sheets, 2 $\frac{1}{2}$ lb. sq. ft., by roll.	5 20	5 00
Sheets, 3 to 6 lb. ft.	4 90	4 75
Out sheets $\frac{3}{4}$ c. per lb. extra.		
Out sheets to size, $\frac{3}{4}$ c. per lb. extra.		

	Montreal	Toronto
Lead Pipe and Waste, 25 p.c.		
Caniking lead, $\frac{1}{4}$ c. per pound.		
Traps and bends, 45 per cent.		

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26 $\frac{1}{2}$
Wiping.	0 23	0 24

	Montreal	Toronto
5-cwt. casks.	8 25	8 00
Part casks.	8 50	8 50

	Montreal	Toronto
Foreign, per 100 lb.	7 25	7 25

	Montreal	Toronto
Lamb and Flag and Straits—		
56 and 28-lb. ingots, 100 lb.	\$47 50	46 00

	Montreal	Toronto
Redipped Charcoal Plates—Tinned		
M.L.S. Famous (equal Bradley)		
I C, 14x20 base.	\$7 00	
I X, 14x20 base.	8 25	
I X X, 14x20 base.	9 50	

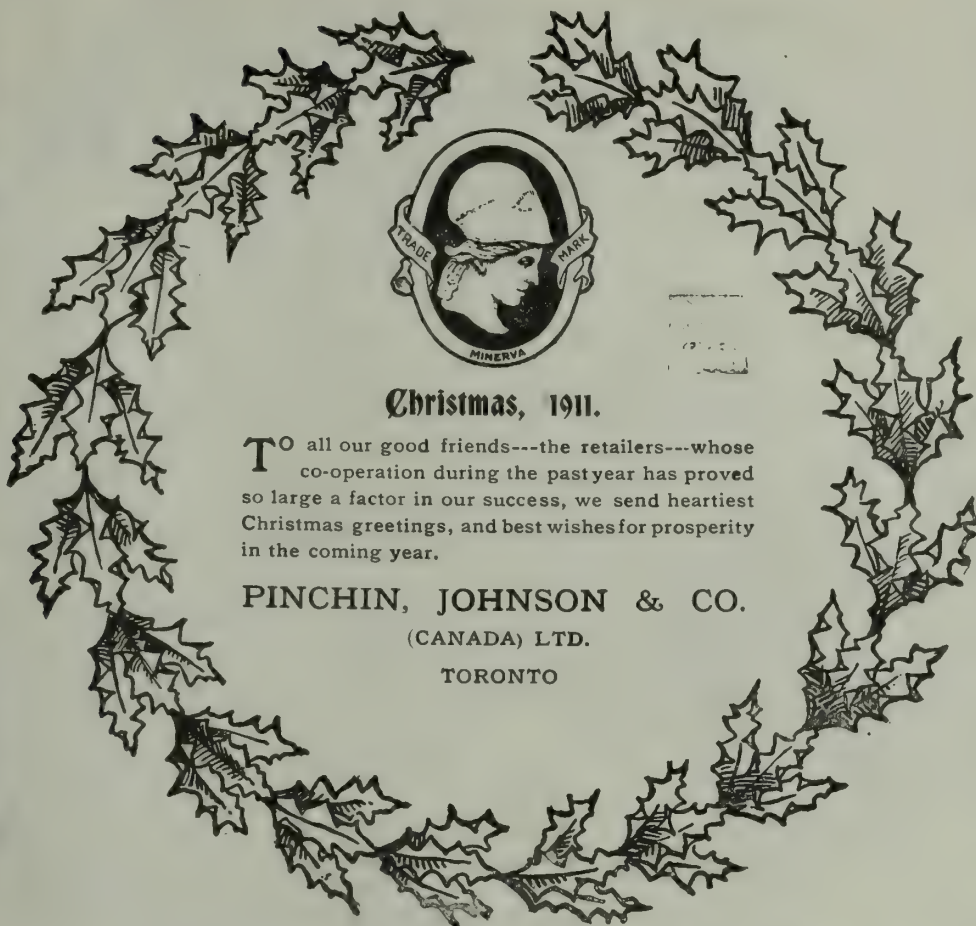
	Montreal	Toronto
Raven and Murex Grades—		
I C, 14x20 base.	5 00	
I X, 14x20 base.	6 00	
I X X, 14x20 base.	7 00	
I X X X, 14x20 base.	8 00	

	Montreal	Toronto
"Dominion Crown Best"—Double.		
Coated, Tissued.		
I C, 14x20 base.	7 00	7 00
I X, 14x20 base.	8 25	8 25
I X X, 14x20 base.	9 50	9 50

	Montreal	Toronto
"Allaway's Best"—Standard Quality.		
I C, 14x20 base.	4 50	
I X, 14x20 base.	5 25	
I X X, 14x20 base.	6 00	

Coated, Tissued.		
I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I Y Y 14x20 base.....	9 50	9 50

HARDWARE AND METAL



Christmas, 1911.

TO all our good friends---the retailers---whose co-operation during the past year has proved so large a factor in our success, we send heartiest Christmas greetings, and best wishes for prosperity in the coming year.

PINCHIN, JOHNSON & CO.
(CANADA) LTD.
TORONTO



This Illustration was made from a photograph of a Bowser installation for

Mr. Samuel Hobbs,
1434 Queen St. W.,
Toronto, Ont.



This system handles
Canadian Coal Oil
American Coal Oil
Raw Linseed
Boiled Linseed
Turpentine
Gasoline
Benzine
profitably.

It pays him and it will pay you.

You Can Make a Better Profit on Paint Oils if You Handle Them Right

Now is the time to get ready for your spring paint trade. Investigate the Bowser NOW. Your fellow merchants are using them profitably---so can you. Put in a Bowser and get a bigger profit next year. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO
66-68 Fraser Avenue

HARDWARE AND METAL

PLASTER OF PARIS
Per barrel..... 2 30

PINE TAR
Half-pint tins, per dozen..... 0 60

PUTTY.
Standard.
Bulk in casks..... 2 20
" 100-lb. drums..... 2 55
Bladders in bbls..... 2 75

RED DRY LEAD.
Genuine, 560 lb. casks, per cwt 4 75 4 75
Genuine, 100 lb. kegs..... 5 25 5 25
No. 1, casks, per 100 lbs..... 4 25 4 25
No. 1, kegs, per 100 lbs..... 4 75 4 75

SHINGLE STAINS.
In 5-gallon buckets..... 0 75

TURPENTINE AND OIL.
Montreal Toronto

Can. Prime white petroleum gal 0 14 0 12
U.S. Water white " 0 15 0 13
U.S. Pratt's white " 0 19 0 15
Castor oil, per lb. in bbls..... 0 08 0 09
Motor Gasoline, single bbls..... 0 17
Benzine, per gal single bbls..... 0 15
Pure Turpentine, single barrels 0 72 0 65
Wood Turpentine..... 0 60
Turpentine, second run..... 0 60
Linseed Oil, " raw..... 0 90 0 92
" " boiled 0 93 0 95
Rosin, "G" grade, bbl. lots, 100 lbs..... 3 25

VARNISHES.
Per gal. cans.
Carriage, No. 1..... 1 50
Pale durable body..... 3 50
" hard rubbing..... 3 00
Finest elastic gear..... 3 00
Elastic Oak..... 1 50
Furniture, polishing..... 1 00
Furniture, extra..... 0 95
" No. 1..... 0 90
" union..... 0 90
Light oil finish..... 1 35
Gold size Japan..... 2 00
Turps brown Japan..... 1 60
No. 1 brown Japan..... 1 10
Baking black Japan..... 1 35
No. 1 black Japan..... 0 95
Benzine black Japan..... 0 75
Crystal Damar..... 2 50
No. 1..... 2 25
Pure asphaltum..... 1 40
Oilcloth..... 1 50
Lightning dryer..... 0 85
Elastite varnish..... 2 25
Copalene varnish..... 2 25
Granite floor finish..... 2 25
Jamieson's floor enamel..... 1 75
Sherwin-Williams' kopal varnish..... 2 25
Canada Paint Co's sun varnish..... 2 40
" Kyanize " Interior Finish..... 1 80
" Flint-Lac " coach..... 1 80
B.H. Co's " Gold Medal " in cases 2 50
Flatline floor finish..... 3 00
Elastic exterior finish..... 4 25
Stovepipe varnish, 1 pint, per gross 8 00
Pure white shellac varnish, in barrels 1 75
Pure orange " " 1 60
No. 1 orange " " 1 30

WINDOW GLASS
Size United Double
Inches. Star Diamond
Under 26..... \$1 25 \$ 6 25
26 to 40..... 4 65 6 75
41 to 50..... 5 10 7 50
51 to 60..... 5 35 8 50
61 to 70..... 5 75 9 75
71 to 80..... 6 25 11 00
81 to 85..... 7 00 12 50
86 to 90..... 15 00
91 to 95..... 17 50
96 to 100..... 20 50
Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.
Size United Inches. Star
Under 26..... \$2 65
26 to 40..... 2 85
41 to 50..... 3 25
51 to 60..... 3 55
61 to 70..... 3 75

WHITE LEAD GROUND IN OIL. Per 100 lb
Montreal Toronto
Munro's Select Flake White..... 6 90
Elephant Genuine..... 6 90
Moore's Pure White Lead..... 6 90
Lily Pure..... 6 30 6 90
Tiger Pure..... 6 30 6 65
Monarch (Windsor)..... 6 50
Essex Genuine (Windsor)..... 7 75 7 30
Brandram's B.B. Genuine..... 6 50 6 90
" Anchor " pure..... 6 30 6 90
Ramsey's Pure Lead..... 5 80 6 90
Ramsey's Exterior..... 6 30 6 90
C.P. Co's Decorators' Pure..... 6 50 6 65
Crown and Anchor, pure..... 6 50 6 65
Island Oil Decorators' Pure..... 6 50 6 65

Western Schedule.
Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over, 500-lb. kegs, 150 per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 50 per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).
Extra Red Seal, V.M..... 0 07 1/2

WHITE ZINC IN OIL.
Pure, in 25-lb. tins..... 0 10
No. 1 " "..... 0 07
No. 2 " "..... 0 05 1/2

WHITING.
Plain, in bbls..... 0 70
Gilders bolted in barrels..... 1 00

HARDWARE
ADZES.
Carpenters', per doz..... 12 50 14 00
Plainship, " "..... 18 30 22 00

AXES AND HATCHETS
Single bit, per doz..... 6 00 9 00
Double bit "..... 10 00 12 00
Bench Axes..... 6 75 10 00
Broad Axes..... 22 75 25 00
Hunters' Axes..... 5 00 6 00
"Boys' Axes..... 5 75 6 50
Lathing hatchets..... 4 70 10 00
Shingle "..... 1 45 6 75
Claw "..... 1 70 5 00
Barrell "..... 5 50 6 85

ANVILS.
Caylor-Forbes, prospectors..... 0 05 1/2
Buckworth, per lb..... 0 10 1/2

AMMUNITION
"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 & 20 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 c. per lb.; bags less than 25 lbs., 40 c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS
Ford's auger bits..... 30 and 10
Irwin's auger..... 47 1/2
Gilmour's auger..... 60
Rockford auger..... 50 and 10
Gilmour's car..... 47 1/2
Clark's expansive..... 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.
Stearns wood track..... doz. pairs 4 50 6 00
Zenith..... 9 00
Atlas, steel covered..... 5 00 6 00
Perfect..... 8 00 11 00
New Milo, flexible..... 6 00
Double strap hangers, doz. sets..... 6 50
Standard jointed hangers, "..... 6 40
Steel King hangers "..... 6 25
Storm King and safety hangers..... 4 25
Crown..... 4 85
Crescent..... 6 50
Sovereign..... 7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.).... 3 25

BARN DOOR LATCHES
Challenge, dozen..... 3 25
Defiance, dozen..... 2 75
Gem dozen..... 7 50

BELLS
Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 220 up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.
Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10 Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 800; cut laces, 850.

BIRD CAGES.
Brass and Japanned, 40 p. c.

BOLTS AND NUTS
Carriage Bolts, common new \$1 list Per cent
" " " and smaller..... 70
" " 7-16 and up..... 60
" " Norway Iron (\$3 list)..... 60, 10 & 10
Machine Bolts, 1/2 and less..... 55, 5 & 10
Machine Bolts, 7-16 and up..... 60
Blank Bolts..... 60
Bolt Ends..... 60
Sleigh Shoe Bolts, 1/2 and less..... 60 and 10
Sleigh Shoe Bolts, 7-16 & larger 55 and 65
Coach Screws, new list..... 7
Nuts, square, all sizes, 40 per lb. off.
Nuts, hexagon, all sizes, 40 per lb. off.
Stove rods, per lb., 5 1/2 to 6 c.
Stove Bolts 80.

BUILDING PAPER, ETC.
Tarred Slater's paper, per roll..... 70
O. K. paper, No. 1, per roll..... 0 75
O. K. paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, per 400 ft. roll..... 0 45
Plain Fibre, No. 2, "..... 0 27
Tarred Fibre, No. 1, per 400 ft. roll..... 0 55
Tarred Fibre, No. 2, "..... 0 35
Tarred Fibre Cyclone, 25 lb., per roll 0 55
Dry Cyclone, 15 lbs..... 0 45
Plain Surprise, per roll..... 0 40
Resin sized Fibre, per roll..... 0 40
Asbestos building paper, per 100 lbs. 4 00
Heavy straw, plain & tarred, per ton 37 50
Carpet Felt, per 100 lbs..... 3 50
Tarred wool roofing felt, per 100 lbs. 1 80
Pitch, Boston or Sydney, per 100 lbs 0 70
Pitch, Scotch, per 100 lbs..... 0 85
Heavy Fibre, 32' & 60', per 100 lbs.... 3 00
2 Ply Ready Roofing, per square..... 0 70
3 " "..... 95
2 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bris., per gal 0 15
" tins "..... 0 20
Crude Coal Tar, per barrel..... 3 50
Refined Coal Tar, tins, per doz..... 1 25
Refined Coal Tar, per barrel..... 4 50
Shingle varnish, per barrel..... 4 50
Caps, per lb..... 0 08
Nails, per lb..... 0 05
Mop cotton, per lb..... 0 15

BUTTS.
Plated, bow barf & nickel, No. 241, 45 p. Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an 1 loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK
Canadian Portland, bags per bbl 1 55 1 70
White Brn. English..... 3 00 2 05
" Lafarge " cement in wood..... 3 40
Fire brick, Scotch, per 1,000..... 23 00 28 00
" English..... 17 00 21 00
" American, low..... 23 00 25 00
" high..... 27 00 35 00
Fire clay (Scotch), net ton..... 5 50

CHALK AND PENCILS
arpenters Colored, per gross..... 0 65 0 80
" lead pencils, per grs 2 40 6 75

CHISELS.
Cold chisels, 5 x 6 in., doz..... 3 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN
Proof coil, per 100 lb., 1/2 in., \$6.00; 5-16 in., \$4.85; 3/8 in., \$4.35; 7-16 in., \$4.00; 1/2 in., \$3.75; 5-8 in., \$3.70; 3/4 in., \$3.65; 7-8 in., \$3.60; 1 in., \$3.50.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto
Hamilton, London and St. Marys, 40 per cent; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 per cent.

CLAMPS
malleable swivel head, 4 in..... 2 50
" adjustable, 4 in..... 7 60
Carpenters, 3 feet..... 3 50

CONDUCTOR PIPE.
2 inch, in 10 foot lengths..... 3 30
3 " " "..... 4 00
4 " " "..... 5 28
5 " " "..... 7 26
6 " " "..... 8 80

COTTER PINS
Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitta, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS
Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.
Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)
Single sets, each (Easy brand)..... 1 80
Double sets, each..... 3 25
Unbreakable rail, 100 feet..... 5 00

DOOR SPRINGS
Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.
Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.
Bit stock drills, 2-3 in., doz.....

RESCUTHEON PINS
Steel, discount 50 per cent.
Brass, 55 per cent.

HAVETROUGHS.
8 inch in 100 foot lengths..... 2 90
10 " " "..... 3 15
12 " " "..... 3 58
15 " " "..... 5 35
Add extra 10c. per 100 ft. O.G. Round Bed Trough.

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12 1/2 p.c.

FAUCETS.
Common, cork-lined, 25 per cent.

FARMER KNIVES
Buckworth, 50 p.c.

FILES AND RASPS. Per cent
Diston's..... 70 and 10
Great Western, American..... 70 and 10
Kearney & Foot, Arcade..... 70 and 10
J. Barton Smith, Eagle..... 70 and 10
McClellan, Globe..... 70 and 10
Black Diamond..... 60 and 10
Delta Files..... 60
Nicholson..... 62 1/2
Jowett's (English list)..... 27 1/2
Spear & Jackson (English list)..... 35

BLACKSMITHS PORTABLE, 135 lbs..... 9 85

GALVANIZED WARE
Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washbuds, 45 per cent

GRINDSTONES
Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.
Tack, iron, doz..... 0 35
Ladies claw, handled, doz..... 0 60
Adze eye nail hammer, 100, doz..... 1 35
" hickory handle, 1 lb., doz..... 6 35
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 60
Tinner's setting, 1 lb., doz..... 4 50
Machinists, 1 lb., doz..... 3 30
Sledge, Canadian, 5 lbs. and over..... 0 08
Sledge, Masons, 5 lbs. and over..... 0 08
Sledge, Napping, up to 2 lbs..... 0 03

HARVEST TOOLS.
50 and 5 per cent.
Sidewalk and stable scrapers, net, \$2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)
Jute Rope, 1/2 inch..... per gross 8 00
" " " "..... 10 50
" " " "..... 13 50
Leather, 1-inch..... per doz. 4 00
Leather, 1 1/2 "..... 5 20
Web..... 2 5

SISAL HALTERS (SNAP AND RING)
1/2 in. \$9.00; 7-16 in. \$10.20; 1/2 in. \$11.40
3-16 in. \$13.20; 1/2 in. \$15.00.

HINGES
Blind, discount 50 per cent.
Heavy T and strap, 4 in 100 lb. net..... 7 20
" " 5-in. "..... 7 00
" " 6-in. "..... 6 75
" " 8-in. "..... 6 50
" " 10-in. and larger..... 6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 00
over 12 in. 3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)
Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$9.50; No. 50, \$17.58; No. 51, \$7.78; No. 120, \$16.10.
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.
Chicago hold back screen door, iron, gro. \$12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12 1/2 p.c.
"Chief" floor hinge, 50 p.c.

HOOKS
Wrought iron hooks and staples—
1 x 5..... per gross 2 25
5-16 x 5..... 3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE WAILS.
M.R.M. cold forged process, list 3rd January, 1910, \$2.30 per box base No. 9 and larger.
Capwell brand, quotations on application.

HORSESHOES.
Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; No. snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6; No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.
Taylor-Forbes, 40c.

ICE CREAM FREEZERS
White Mountain, 5.0 per lb.



Amatite ROOFING

Mineral Surfaced--- Needs No Painting

Everything about Amatite appeals to the man with common sense. He can see its superiority at once—the real mineral surface *which never needs painting*; the two layers of Pitch which is the greatest waterproofing material known; the two layers of heavy Tarred Felt—all these contribute to the popularity of Amatite.

We can make Amatite better and cheaper than anyone else on account of our greater facilities, and consequently we sell it at a surprisingly low figure.

Simply the fact that it needs no painting is enough to make a man sit up and take notice—especially the man who has spent time and money in painting and repainting smooth surfaced roofings. Every dealer should push it.

THE PATERSON MANUFACTURING CO., Limited

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

ST. JOHN, N.B.

HALIFAX, N.S.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, - HAMILTON,

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man.



RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

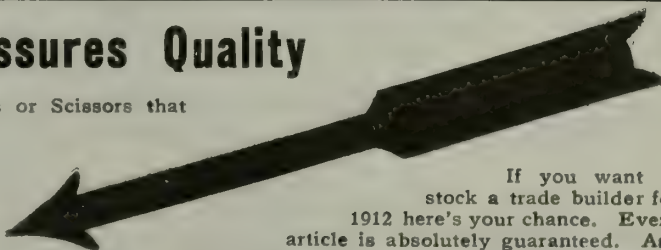
Works, DON SPEEDWAY

TORONTO

The Name "HEINISCH" Assures Quality

when it is applied to Tailor Shears, Tinnern's Snips, Shears or Scissors that are manufactured by us.

85 years of practical experience in their manufacture accounts for their superiority over other makes.



If you want to stock a trade builder for 1912 here's your chance. Every article is absolutely guaranteed. Ask your jobber for them and see you get them.

R. Heinisch's Sons Company
Newark, N.J., U.S.A.

HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauson, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives, per doz. 0 50 0 90
Potato mashers, wire, per doz. 0 60 0 70
" wood " 0 50 0 80
Vegetable slicers, per doz. 2 25
Universal meat chopper, No. 1. 1 15
Enterprise chopper, each 1 30
Spider and fry pans, 50 and 5 p.c.
Star A1 chopper 5 to 32 1 35 4 10
" 100 to 103 1 35 3 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.
Fire shovels, 50
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, " 6 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., \$5.10; 9-in. wheel, 3 knives, 12 in., \$6.75; 9-in. wheel, 5 knives, 12 in., \$7.75, 10-in. wheel, 4 knives, 12 in., \$8.50; 10-in. wheel, 4 knives, 12 in., ball bearing, \$10.00; 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., \$5.10; do, 4 knives, \$6.25, 9-inch wheel, 3 knives, 12 in. sizes, \$6.75; do, 4 knives, \$7.25; 10-in. wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing do, \$10; do, 5 knives, \$10.50. 50 per cent. f.o.b. factory.

LOOKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths', 2 1/2 x 5 1/2 in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz. 15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste, 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, \$6 dozen
Picks, 5 to 7 lb., 4.65 doz.
Pick handles, \$1.15 doz.
Prospectors' hammers, 1 1/2 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 34 cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz. 1 20 1 50
Folding ironing boards, 16 25 18 00

NAILS

Wire
1-1 1/2 inch 3 35
1 1/2 inch 3 00
1-1 1/2 inch 2 75
2-2 1/2 inch 2 65
2-2 1/2 inch 2 50
3-3 1/2 inch 2 45
3-3 1/2 inch 2 40
4-4 1/2 inch 2 35
4-4 1/2 inch (base) 2 35
Out nails—Montreal, \$2.40; Toronto, \$2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1/2 per cent.
Pressed spikes, 3/4 diameter, per 100 lbs. 2 85

OILCUM.

Flumbersper 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gal-
lon, per dozen 10 00
Davidson oilers, 40 per cent.
Zino and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discount
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42 1/2 per cent.
"Singapore" and "Alaska" Nevada silver flatware, 42 p.c.

FINISHED WARE.

Discount 35 per cent.
10-qt. flaring ash buckets, 35 per cent.
3, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitta, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.50, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37 1/2 to 40 per cent.

PLOUGH LINES.

Russian snapper gross 30 00
Indian snap 25 00

PUMPS.

Berg's wing pump, 7 1/2 per cent.

SANITORS.

Boker's 7 50 11 00
Henckel's King Cutter 7 50 30 00
Clauson automatic safety 37 00
Clauson perfect stopper 18 00
Gillette Safety, each 3 75
Clauson Razors and Strops, 50 per cent.
Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope 0 08 1/2
Pure Manila rope 0 10 1/2
"British" Manila 0 08 1/2
Cotton, 3-16 inch and larger 0 24
Russia Deep Sea line, 3/4 in. diam. and over, 15 1/2; under 1 1/2 in., 16 1/2
Jute, 3/4 and upwards, 9c.; under 3/4, 9 1/2c.
Lath yarn, single 0 08 1/2
Sisal bed cord, 48 feet, per dozen 0 65
Sisal bed cord, 6 feet, per dozen 0 80
Sisal bed cord, 72 feet, per dozen 0 95
Ottom clothes line, 27 1/2 off.
Bag, Russian twine, per lb. 0 26
Wrapping, cotton, 3-ply twine 0 30
" 4-ply twine 0 45
Mattress twine, per lb. 0 35
Staging 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12 1/2 per cent.
Copper Burs only, 22 1/2 p.c.
Extras on Coppered Rivets, 1-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2 1/2c. per lb.

RIVET SETS.

Canadian, 35 to 37 1/2 per cent.
Boxwood, No. 58, 2 foot, doz. 1 15
vory, No. 1282, 3 foot, 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished,per set 0 80
" No. 50, nickel-plated, 0 85
" handles, japanned, per gross 8 40
Common, plain, 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb 2 25
Sectional, 1/2 lb. each, per 100 lbs. 2 40
Solid, 3 to 30 lbs. 1 55

SASH CORD.

No. 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Dishon's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80
Common doors or 3 panel, grained only, 4-in. style 8 10
Beaver window screens, 14x18, open 28 1/2 inches 1 60
Perfection window screens, 14x15, open 28 1/2 inches 1 80
Main window screens, 14x22, open 36 1/2 inches 2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren Standard, 35; Champion, 45; Weigh Beams, 30.

SCOTCH KNATHS

Canadian, 40 per cent.

SCREWS

Wood F.H., bright and steel 85 and 10
" R.H., bright 80 and 10
" F.H., brass 75 and 10
" R.H., brass 70 and 10
" F.H. bronze 70 and 10
" R.H., bronze 65 and 10

Drive screws 85 and 10
Set, case hardened 60
Square cap 60 and 05
Hexagon cap 45
Bench, wood, per doz. \$5 00
" iron, per doz. 4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per dozen 16 80

SCISSORS AND SHEARS

Clauson, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Start skates, 37 1/2 per cent.
Boker, hockey 30c. upwards; spring, Empire hockey sticks, \$3.00, \$3.50.
Micom and Rex sticks, \$4.00, \$6.00
Pucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.;
No. 3 and 4 grade, 50 and 2 1/2 p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7 1/2, doz. net. \$2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12 1/2 per cent.
Retinned, 75 and 12 1/2 per cent.

SAP SPOUTS.

Bronzed iron with hooksper 1,000 7 50
Eureka tinned steel, hooks 8 00

STAPLES

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 6 75
Blind, per lb. 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1/2 p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 62
7 inch, " 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, commonper doz. 1 22
7-inch, " 1 35
Polished, 15c. per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCOTCH.

Washitaper lb. 0 35 0 37
Hindustan 0 06 0 10
" slip 0 18 0 20
" Axe 0 10
Deer Creek 0 10
Deerlick 0 25
" Axe 0 15
Lily white 0 42
Arkansas 1 50
Water-of-Ayr 0 10
Scytheper gross 3 50 5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 2 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 30; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50;

trunk nails, black, 65 and 10; trunk nails, tin and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 80 and 10; double pointed tacks, bulk, 55; clinch post shoe rivets, 45 and 10; cheese box tacks, 37 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 80
Lufkins, linen, No. 404, 66 ft., each 0 94
" steel, No. 264, 66 ft., each 3 50
Ohesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallic, No. 1821 1 90
" Steel, No. 1840, 50 feet 4 25

THERMOMETERS

Disston's, 10 per cent.

TINNERS' SNIPS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12 1/2.

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Newhouse, 30 per cent.
Hewley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Onesida Jump (Star), 50, 10 and 5 per cent.

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Out O' Sight Mouse Trapsper doz 60
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Easy Set Mouse 0 45
" Rat 0 95
Blizzard Mouse Traps 0 45
" Rat Traps 0 95
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Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VICES

Per pound 0 12 0 12 1/2
Hinged pipe vise, 25 lbs. 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

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New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Downs 52 50
New Century, Style A 101 25
Ideal Power 180 00
Daisy 73 25
Stephenson 74 00
Puritan Motor 165 00
Connor, improved 52 50
Ottawa 55 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer 180 00
20 per cent.

WRINGERS

Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 46 75
Bicycle, 11 inch 60 50
Trojan, 12 inch 100 00
Challenge, 3 year, 11 inch 53 25
Ottawa, 3 year, 11 inch 58 25
Favorite, 5 year, 11 inch 61 75
20 per cent.

WHEELBARROWS

Navy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in. 0 70
" " 34 in. 1 00
" " 36 in. 1 25
" " neckyokes, 36 in. 1 05
" " dookyokes, 40 in. 0 95
" " lumbermen's, 44 in. 1 15

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Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
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All other ash goods, 40 p.c.
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and Dealers Everywhere

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The Company wishes to express its appreciation to every S-W Agent and Dealer throughout the Dominion for the hearty and loyal co-operation which has made this success possible.

Our plans for next year are bigger and better than ever.

We are going to make the sales of 1912 beat all previous records. We know we can count on your continued co-operation to do it.

The result will be mutually profitable. Our success depends upon yours.

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1912

The Sherwin-Williams Co.

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HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy

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Hardware and Metal

MONTREAL TORONTO WINNIPEG

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There are some finishes about which the family needs a little education and is all that is necessary to turn your dull paint season into the busiest of the year.

Senour's Floor Paint and our high grade household paints are more in season now than at any other time.

To more familiarize the public with the use of our household paints we have prepared a series of advertisements for use in your daily papers.

These advertisements were produced at great expense and will bring a large volume of business to your store at the time you most need it.

We have many other ways of creating business for our dealers.

If you are a Martin-Senour dealer take advantage of this opportunity by stocking our seasonable goods, if not, ask us about our proposition today.

THE MARTIN-SENOUR CO., Limited

Pioneers Pure Paint

MONTREAL

CHICAGO

WINNIPEG

To Our Friends in the Hardware Trade

We present our hearty wishes for a Happy Xmas and a Prosperous New Year.

The Dougall Varnish Co., Limited

Montreal

Canada



GOOD WISHES

IT IS OUR PRIVILEGE AT
THIS SEASON TO WISH OUR
MANY FRIENDS AMONG
THE HARDWARE MER-
CHANTS A VERY MERRY
CHRISTMAS AND A BRIGHT
AND PROSPEROUS NEW
YEAR.

The Canada Paint Co.

LIMITED

MONTREAL

TORONTO

WINNIPEG

It pays to handle goods of a manufacturer who considers your selling plans when making out his selling plans.

Are You Paying for Pratt & Lambert Co-operation?

You are—if you're handling unknown, inferior varnishes. You're helping pay for Pratt & Lambert advertising and "ready made sales" for *other* dealers, out of *sales and profits you do not get*. You *know* people to-day are buying goods *they know* about.

Let the *other fellow* pay for the ready made varnish sales and profits you get out of sales and profits *he don't get*. That means handle Pratt & Lambert Varnishes. Prove it.

Write

PRATT & LAMBERT-Inc.

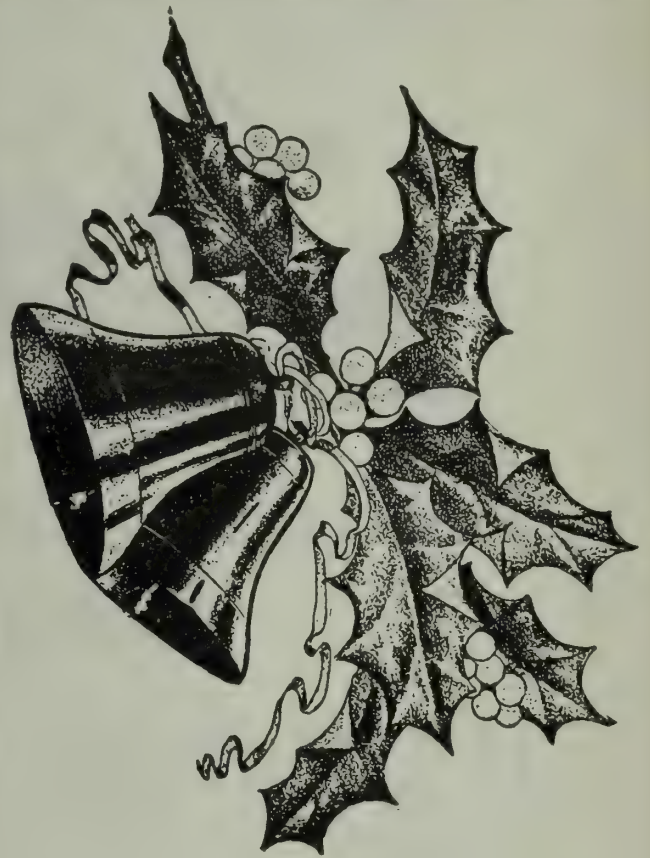
VARNISH MAKERS 82 YEARS

24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO

FACTORIES

BRIDGEBURG, CANADA

LONDON PARIS HAMBURG NEW YORK BUFFALO CHICAGO



A Full Imperial Measure OF Health and Happiness

at this Festive Season, and continued prosperity during 1912 is the hearty wish of the

INTERNATIONAL VARNISH CO.
LIMITED

CANADIAN FACTORY

Standard Varnish Works

TORONTO

WINNIPEG

We desire at this time to extend to all our customers and friends a most cordial Greeting and to wish you all a very Happy and Prosperous New Year.

STEVENS-HEPNER COMPANY,
LIMITED

PORT ELGIN,

Ontario, Canada.

Glidden

Says:

This is the Time to Place Your Spring Orders

BEFORE you place yours, get in touch with Glidden. Shake hands with Mr. Glidden Salesman the next time he calls. Tell him you understand he has something good on Green Label Varnishes, Endurance Wood Stains and Endurance Colorspar, and you want to know just what it is and just how good it is. In the meantime---if you don't want to wait for Mr. Glidden Salesman to call, write us. We will tell you all about our new pro-

position on Green Label Varnishes, our remarkable offer on Endurance Wood Stains, and our absolutely unprecedented Pure Gold Premium Offer on Endurance Colorspar. By the way, this Premium Offer can't last forever.



WRITE RIGHT AWAY
Use the attached coupon

THE GLIDDEN VARNISH COMPANY

FACTORIES:

TORONTO, CLEVELAND, CANADA, OHIO

Branch Warehouses:

NEW YORK, LONDON, CHICAGO

THE
GLIDDEN
VARNISH
COMPANY

Toronto, Canada

Gentlemen:
Send me full particulars on your Dealers' Offer on Green Label Varnishes, your Special Offer on Endurance Wood Stains and your Gold Premium Offer on Endurance Colorspar, understanding it will place me under no obligations.

Name.....
Address.....



To All Our Dealers

who have helped us to make
1911 by far the biggest year in
our history, we heartily wish

A Merry Christmas

and a

Prosperous New Year

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK

CLEVELAND

CHICAGO

Makers of "Muresco," "Sani Flat," "Moore's
House Paints," and other easy-to-sell paints
and varnishes.

WATCH FOR THIS CHANGE!

Commencing with the first issue in January, Hardware and Metal will appear in a new and more attractive form.

The cover will be printed on heavy white coated paper, which will show up engravings and type better than the salmon color, which has been a distinctive mark of Hardware and Metal for twenty-three years. The front cover, instead of being divided into three advertisements, as at present, will contain one advertisement only.

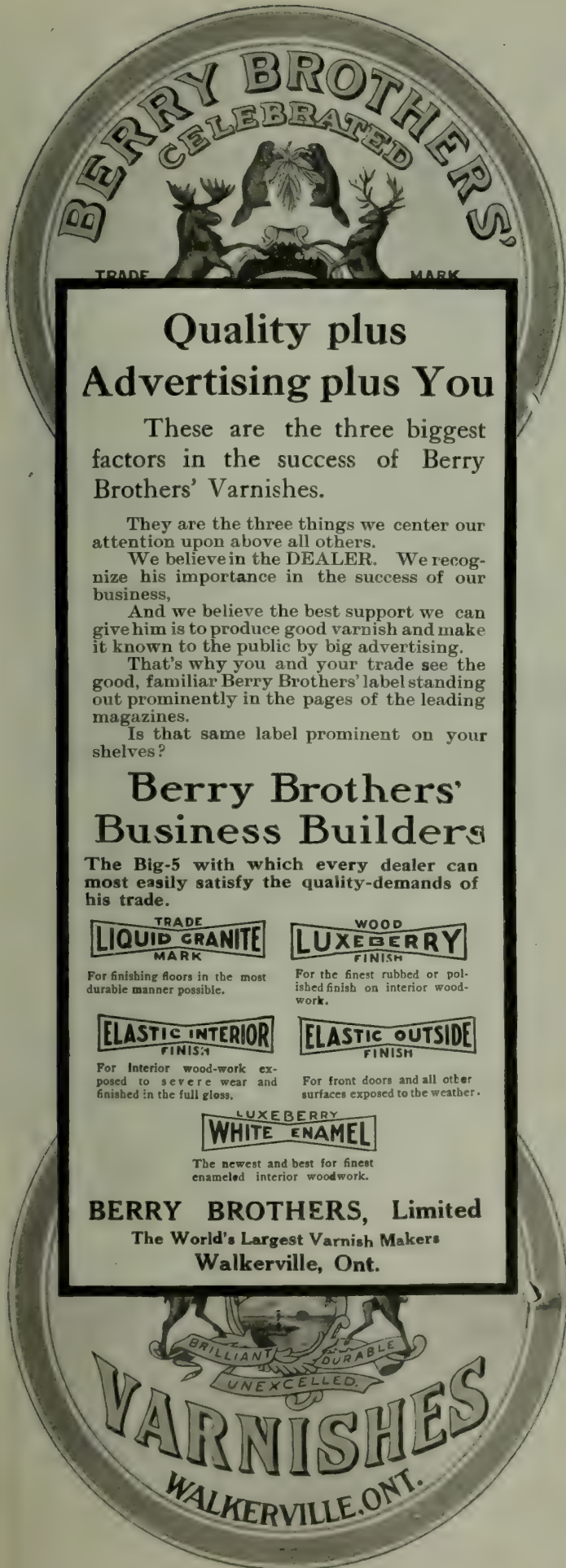
This front cover ad. will interest you every week. No two covers will be used in succession by the same firm, and no firm will be permitted to contract for more than six covers during the whole year.

The trade will watch this cover closely for important announcements of new lines or new selling policies. It will be recognized as the proper medium for making such announcements to Canadian hardwaremen.

Our thanks are due to those advertisers who, for many years, have occupied the front cover space on Hardware and Metal. They have very generously co-operated with us, in our efforts to improve the appearance of our paper, and we appreciate the spirit they have shown.

Already, every front cover for the first five months of 1912 has been sold. We still have a few good dates open in the latter part of the year. Manufacturers and jobbers who are interested in the best possible means of appealing to the Canadian hardware trade, should write us at once for our proposition.

To all our patrons—subscribers and advertisers—we wish unbounded happiness and prosperity in this Christmas season.



Quality plus Advertising plus You

These are the three biggest factors in the success of Berry Brothers' Varnishes.

They are the three things we center our attention upon above all others.

We believe in the DEALER. We recognize his importance in the success of our business,

And we believe the best support we can give him is to produce good varnish and make it known to the public by big advertising.

That's why you and your trade see the good, familiar Berry Brothers' label standing out prominently in the pages of the leading magazines.

Is that same label prominent on your shelves?

Berry Brothers' Business Builders

The Big-5 with which every dealer can most easily satisfy the quality-demands of his trade.

**TRADE
LIQUID GRANITE
MARK**

For finishing floors in the most durable manner possible.

**WOOD
LUXEBERRY
FINISH**

For the finest rubbed or polished finish on interior wood-work.

**ELASTIC INTERIOR
FINISH**

For interior wood-work exposed to severe wear and finished in the full gloss.

**ELASTIC OUTSIDE
FINISH**

For front doors and all other surfaces exposed to the weather.

**LUXEBERRY
WHITE ENAMEL**

The newest and best for finest enameled interior woodwork.

BERRY BROTHERS, Limited
The World's Largest Varnish Makers
Walkerville, Ont.

HEADQUARTERS

Sixty-two Years In Business

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A.

LAMP
BLACKS

LAMP
BLACKS

THE BEST CHEAP FENCE
ON THE MARKET IS

"MONARCH" WIRE FENCE



"MONARCH" Fence is made of the best galvanized No. 9 Hard Steel Wire throughout, and as it is made in fifteen sizes and suitable for all purposes, you would find it a very easy seller and money-maker. Note the simple "MONARCH" Ring Lock—the best lock of its kind in the world.

Now's the time to push Fencing hard. Commence by writing us for Catalog and prices.

The Owen Sound Wire Fence Co.,
Limited

OWEN SOUND,

ONTARIO

JAMIESON'S VARNISHES

Have a reputation of over fifty years' standing which is envied by many.

To hold this reputation their quality has been maintained in the face of all competition. The wisdom of this policy being shewn by the fact that their sales have grown up with Canada.

To-day these varnishes are made in our three plants by the most modern methods, under the most expert supervision, filtered and thoroughly aged in our extensive system of tanks.

The dealer who handles these varnishes has a reputation of over half a century back of him.

Think what this means to you.

R. C. Jamieson & Co.
LIMITED

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited
Montreal

New Era Paint

IS AN EXCELLENT STOCK PAINT

It stays in condition and when sold gives greater satisfaction than others.

Its surface-covering qualities are above the average and it wears splendidly.

The result is a steady and increasing demand for New Era Paints, which it will pay you to supply.

Standard Paint & Varnish Works Co., Ltd.
WINDSOR, ONT.



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

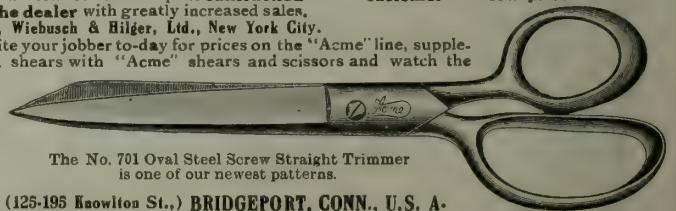
"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells satisfaction to the customer at a low price and a handsome profit to the dealer with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results. Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Bowdoin St.,) BRIDGEPORT, CONN., U.S.A.

MAN WANTED

We want a man in the Maritime Provinces to look after the advertising for all the

MacLean Newspapers

This offers an exceptional opportunity to a young man of energy and initiative.

Apply, stating full particulars,

The MacLean Publishing Company, Limited, Montreal

Mention this paper when writing
Advertisers.

To Our Customers and Friends
We Extend Our Cordial Wishes for a

Merry Christmas

and a

Happy and Prosperous New Year

E. T. Wright & Co., Hamilton, Can.

(H. G. WRIGHT)

AGENCIES AT VANCOUVER, WINNIPEG AND TORONTO

H. BOKER & CO.

**ADJUSTABLE
RAZOR GUARD**



**RETAILS AT
25c. EACH**

Makes the ordinary Razor into a Safety Razor by sliding the guard on to the blade. It is finely finished and nickel-plated.

WRITE FOR OUR FREE BOOK:

"Some Pointers for Gentlemen Who Shave Themselves"

McGILL CUTLERY CO., Reg'd

P.O. Box 580, MONTREAL, P.Q.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO

and

VANCOUVER, B.C.

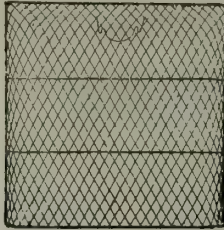
We are Headquarters for
SPARK PROOF FIRE GUARDS.

You will make no mistake in carrying
a stock of our standard sizes of
Spark Proof Fire Guards.

Our line is complete and of the Highest
Quality and
Strictly Up-to-
date. Do not
fail to get our
prices before
ordering.



Send for
illustrated price
list



CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

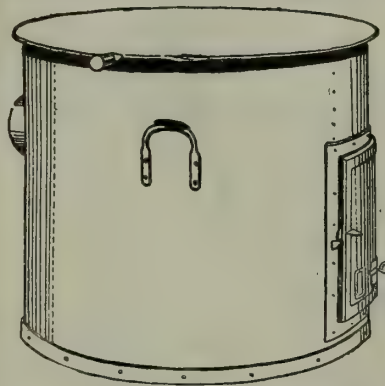
The Chicago Heat Regulator



Saves Coal, Health, Time and
Worry—Keeps even temperature
in the House—Profitable line for
the Hardware and Stove Trade—
No stock to carry—30 days' free
trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO



**Erie Steel
Feed Cooker**

These cookers are in-
dispensable to farmers,
butchers or stockmen.
Grains that are useless
for other purposes, by the
use of the cookers are
made as valuable as the
best marketable product.
Made in 7 sizes for burn-
ing wood. Nos. 20, 30, 40,
60, 75, 90, 120. Grates for
burning coal supplied
when ordered.

Made by **ERIE IRON WORKS, Limited** ST. THOMAS, ONTARIO

**Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts**

Uniform Product, Accurately Machined

**CANADA FOUNDRY COMPANY
LIMITED**

**MONTREAL
HALIFAX
OTTAWA**

**HEAD OFFICES
TORONTO
CANADA**

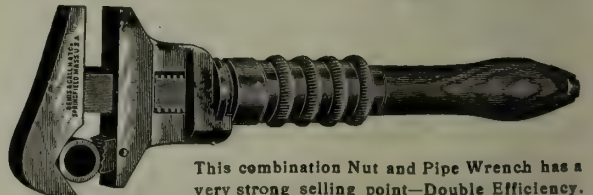
**WINNIPEG
VANCOUVER
ROSSLAND**

METALS

Prompt delivery from stock

Tallman Brass & Metal Co.
HAMILTON, ONT.

A Strong Selling Point



This combination Nut and Pipe Wrench has a
very strong selling point—Double Efficiency.
Its handiness and strength at once appeal to the good mechanic to
save him time and trouble. You can sell a lot of these Wrenches—
make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

ROYAL POLISH
SECOND TO NONE

Here is a polish which contains all the good qualities and none of the bad ones. Sold
to you at a price which enables you to retail it cheaper than other brands.

We guarantee Royal Polish to do just as good work and to give just as good satis-
faction as the highest priced polish on the market.

This a bold statement, but we mean it and will live up to it.

ROYAL POLISHES CO. :: Montreal



SAW SETS

No. 1 MORRILL'S PATTERN

For hand saws, malleable, iron handles, bright finish, adjustable steel anvil, steel punch. Length, 7 in.; weight, per doz., 7½ lbs.

WRITE FOR PRICES

Smith Hardware Co., Ltd.
240 Lemoine St., MONTREAL

Thanking You

for past favors, and wishing you a Merry Christmas and Happy New Year.

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

Sole Canadian Agents:
Smith Hardware Co., Limited, Montreal

BLACK JACK

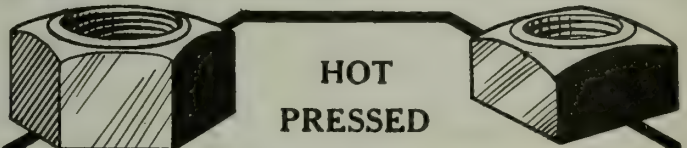
QUICK
CLEAN
HANDY



TRY IT

SOLD BY
ALL
JOBBER

¾-lb tins—
3 doz. in case.



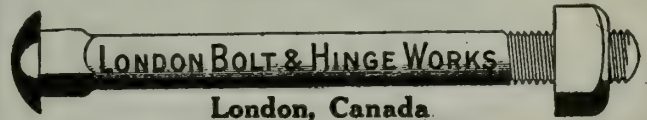
HOT
PRESSED

NUTS OF QUALITY

SQUARE AND HEXAGON

We make a specialty of sizes for ¼ in. to 1½ in. bolts

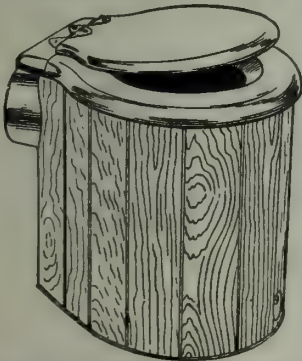
PROMPT DELIVERIES



LONDON BOLT & HINGE WORKS

London, Canada

THE SANITATION PROBLEM SOLVED



by the invention and patent of Aerated Sanitary Dry Closet. No waterworks or sewerage required. No polluted matter to be carried out regular. Just as convenient as the flush closet, at a very small cost. The liquids carried off by a small ¾ gas pipe and run in a hole outside. By the use of a chemical the solids are disposed of. Sold on trial.

Kendrick & Co., Simcoe

WALL PLASTER

Gypsement—the plaster for quick repair work—is a prepared Hardwall, no sand required.

Plaster Board—the fireproof and sound proof plaster lath.

The "Empire" Brand of Wood Fibre, Cement Wall and Finish Plasters.

We shall be pleased to supply you with plaster information.

Manitoba Gypsum Co., Limited
WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS

SHEFFIELD, ENG.

LIMITED

Avoid imitations of our

CUTLERY

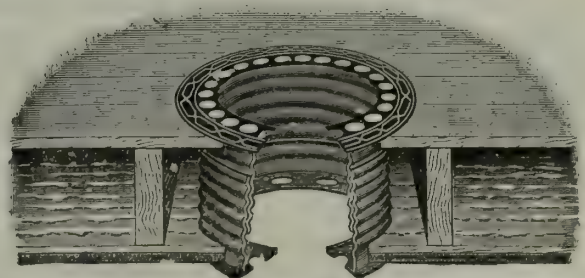
By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* ✝
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

MOOSE JAW

Whitlock & Marlatt

Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

BUILDERS' SUPPLIES.

Bell Phone 2033 P. O. Box 267
Bossé & Banks
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties,
Board of Trade Building
39 St. Paul St., - QUEBEC

FILTERS.

GALVO FILTER & STERILIZER
Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
Write for Doctura Reports on the "Galvo"
"ANTI-SPLASH"
FILTERS Plain or Screw Faucets 50c Write for details.
Anti Splash Filter Co. Ont.
Owen Sound

JAS. BISSET & CO.

MANUFACTURERS' AGENTS
260 St. Paul St., - QUEBEC, QUE.
Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HARDWARE SPECIALTIES.

If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

THE COLLINS MFG. CO. - TORONTO

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of
Plow Castings.

The Hilborn Co., Ayr, Ontario.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

IRON.

PIG IRON STEEL PLATES, BARS and ANGLES BAR IRON

David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCK CO., Ltd.
KANANIQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

ICE SCRAPERS.

No rink is complete without a J & R Rink Ice Scraper, just scrapes up the Ice, no brooms required, write

JAMES & REID

PERTH - ONTARIO

for circular and prices.



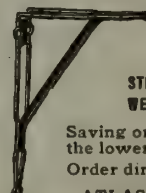
MANUFACTURERS' AGENT.

Western Distributors, Limited CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

SHELF BRACKETS.



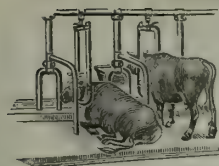
BRADLEY "METAL CLASP" SHELF BRACKETS

STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn.

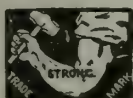
STANCHIONS



O.K. CANADIAN U BAR STEEL STANCHIONS
will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear loose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TOOL HOLDERS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalogue

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited
Ayr, Ont. Winnipeg, Man.

WIRE SPRINGS.

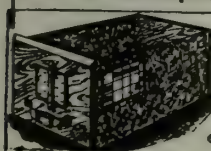
WE MAKE A SPECIALTY OF WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List
CAMERON and CAMPBELL
Toronto

The Estate of O. D. COWAN
GANANOQUE, ONTARIO

CLOTHES WRINGERS—1 to 3 years' guarantee
FLEXIBLE DRAG TOOTH HARROW

Agents / Asselin & McMaster, 207 St. James St., Montreal
J. A. Girard, Quebec, Que.

If you want to buy or sell any store equipment article, to buy or sell a business, engage as clerk or manager, etc.,

TRY A

Condensed Ad.

IN

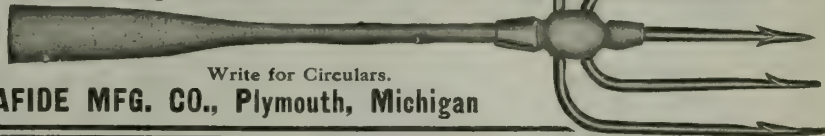
Hardware and Metal

For two cents a word you can talk across the continent.

"ST. CLAIR" FISH SPEARS

We are the largest makers of Fish and Frog Spears in the world, making numerous designs and sizes for all purposes.

Our No. 20



Write for Circulars.

BONAFIDE MFG. CO., Plymouth, Michigan

Knowledge is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

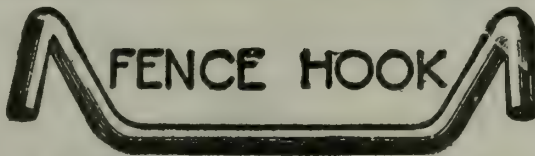
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



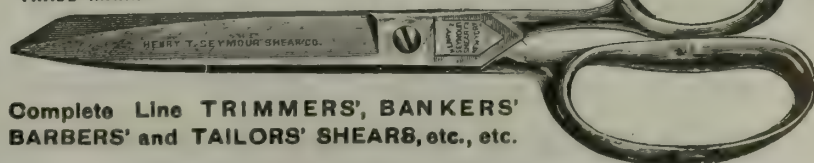
SEYMOUR SHEARS

The Standard for nearly a century

"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.

TRADE MARK



TRADE MARK

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

Latest catalog will be sent in exchange for your business card.

HENRY T. SEYMOUR SHEAR COMPANY WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

THE JOHN STEVENS CO., Limited

Wholesale Plumbers' Supplies

WINNIPEG

WE CARRY A COMPLETE STOCK OF
Steampipe, Fittings and Brass Goods

All orders receive prompt and satisfactory attention.

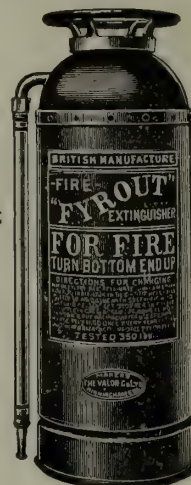
Write now for FREE copies of Blue Prints for septic tanks.

British Manufacture Throughout

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will
Extinguish
Any Kind
of Fire!



Supplied
Labelled
as
Illustrated

Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

There is no cure for fire—

ONLY PREVENTION

Full Descriptive List and Prices quoted delivered F.O.B. Liverpool on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

Or, **GEO. H. SAYWELL, Saskatoon**
327 Cumberland Ave., Winnipeg; 10 Adelaide W., Toronto

H&R ARMS CO

Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



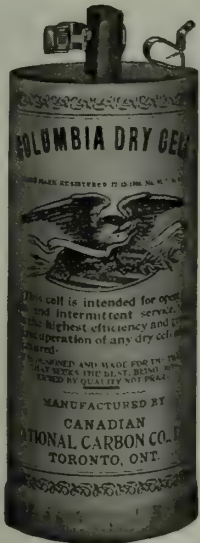
Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5½ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue,
Worcester, Mass.

We are the Largest Manufacturers on the Continent and
the Longest in the Business.



For telephones and bells

"COLUMBIA" DRY CELLS

Will prove to be an important factor in increasing
the dealer's profits for 1912.

We make a very large variety of Dry Cells, each
cell having the high quality that has made our goods
so extremely popular with the "People Who Know."

Our prices are right—good service guaranteed.

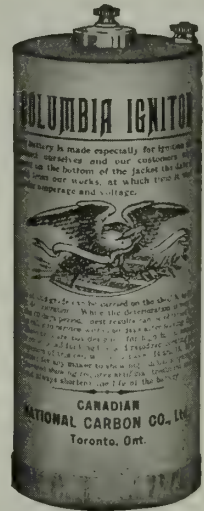
Factory is thoroughly equipped to make quick
shipments of fresh cells in any quantity.

Get circulars and proposition at once.

ADDRESS

H. M.--11

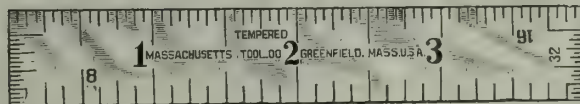
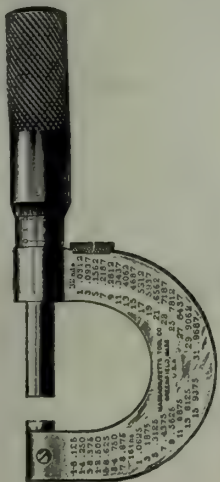
For motor ignition



Canadian National Carbon Co., Limited

99 Paton Road
Toronto, Ontario

MACHINISTS' TOOLS

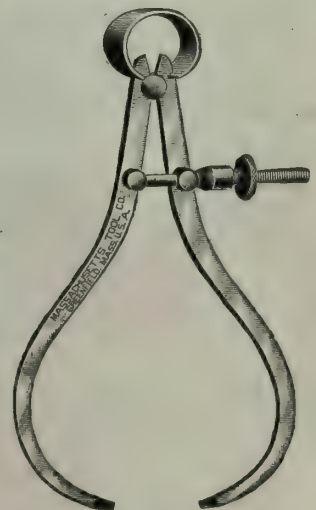


MASS. TOOL CO. BRAND

Every dealer should know of the fine line of
MACHINISTS' PRECISION TOOLS which
we are now manufacturing.

The tools are first-class in every particular,
they are worthy products of the GOODELL-
PRATT SHOPS, and the prices we are
quoting will prove interesting to any dealer.

We should be pleased to place full
particulars at your disposal.



GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.



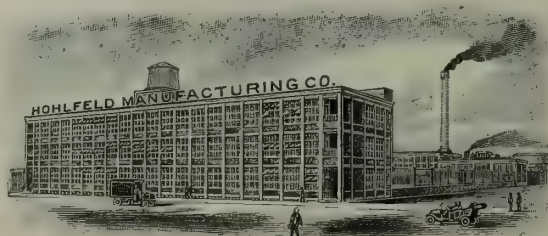
THE HOHLFELD LINE
OF
High Grade Hammocks
for 1912

is now ready and will be shown
throughout Canada by

GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL



The Most Profitable
Line
Because it is Most
Saleable



The Most Popular
Line
Because it is Most
Satisfying

Main Office and Mill, Philadelphia, Pa.

NEWEST DESIGNS, WEAVES AND COLORINGS



Known the world over as the standard
by which all others are measured

Geo. Borgfeldt & Co., Agts.
TORONTO

Catalog and Prices on request



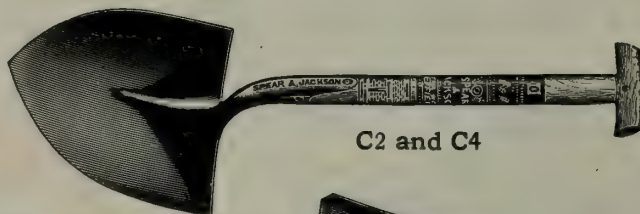
MERMAID

The "Name's The Guarantee"
SHOVELS

FOR RAILWAYS AND CONTRACTORS' USE.



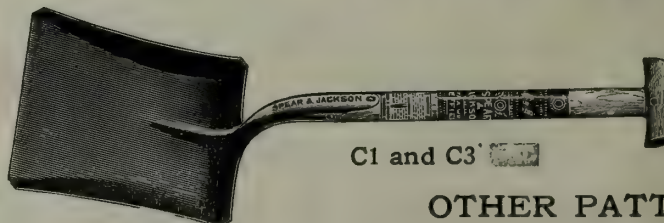
LEAP-FROG



C2 and C4

RIVETED HANDLES

LONG HANDLES



C1 and C3

VARIOUS

OTHER PATTERNS

HIGH SPEED STEEL SAWS, FILES, EDGE TOOLS—THE BEST THAT CAN BE MADE

Sole Canadian Representatives—

Henderson & Richardson
Metals and Hardware
Board of Trade Building, Montreal

Spear & Jackson
Sheffield

A Sensible Present



ATKINS Sterling SAWS

Add them to your Christmas display. Show them among your Silverware and Christmas Novelties. Suggest them to the woman who "doesn't know what to give him." Suggest a Genuine ATKINS STERLING HAND SAW instead of some jimcrack that isn't wanted or will not be appreciated.

Better look over your stock now and order in a proper assortment, for if you follow our advice, you are likely to sell more saws in December than you have ever sold in any one month before.

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

Factory: HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co., Limited
AYLMER, :: ONTARIO

WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY



EVERY SPORTSMAN WANTS ONE



This 14-Candle Power Lamp projects a bright white light 150 feet on the darkest night and fills every lighting requirement for the Camper, Hunter, Angler and Trapper. The

BALDWIN CAMP LAMP

EVERY LAMP
GUARANTEED

weighs only 6 ounces—ready for use—4 inches high. Can be worn on cap or belt, leaving both hands free with rod, gun or knife.

OUR SEVEN MONTHS' ADVERTISING CAMPAIGN

from April to September inclusive for the past two years has put the Baldwin Camp Lamp before more than SIX MILLION READERS of the country's sixteen leading Sporting Goods Magazines.

WRITE FOR OUR 1912 SPECIAL SELLING PROPOSITION

WRITE
TO-DAY

Every Sporting Goods and Hardware Dealer should know all about this Easy Selling Staple. Over 200,000 sold last year. What part of this profit did you get?

JOHN SIMMONS CO., 25 FRANKLIN STREET, NEW YORK CITY
B-32 BOARD OF TRADE BLDG., MONTREAL, CANADA



Salem



Kingston



Morrow



Turenne



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH

ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

STEEL BLADE

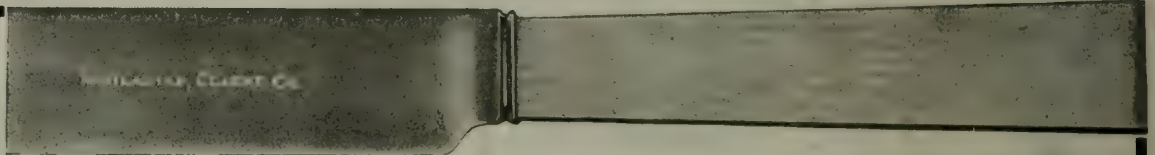


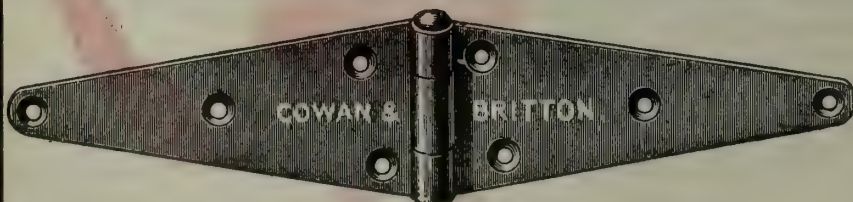
TABLE CUTLERY

THAT SELLS
QUICKLY

The blade of our No. 949 knife is made from a special High Carbon Sheffield Steel. The handle from the best English Grained Celluloid. This knife is the "King" of table cutlery, as it is unsurpassed in every respect. Give it a trial and increase your profits—we guarantee satisfaction.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal; N. F. GUNDY, 61 Albert St., Toronto; David Phillip, 291 Portage Ave., Winnipeg



Write us at once.

Cowan & Britton
GANANOQUE, - ONT.

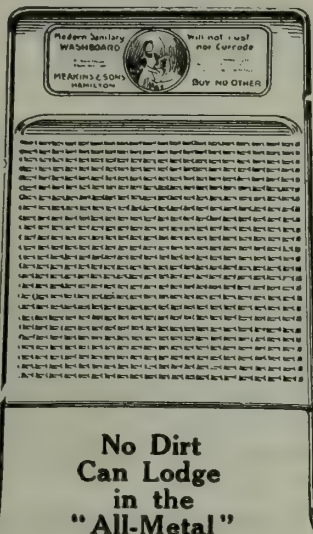
Builders' Hardware of Quality

Our high grade Builders' Hardware is the result of fifty years' diligent

effort to produce the best goods at a reasonable price. The many repeat orders that we are constantly receiving prove that we have more than accomplished our purpose.

Do not restock until you have full information on these trade pulling goods.

Nowadays Home Management is a Science



MEAKINS' SANITARY WASHBOARDS

have no joints or wooden parts to catch and hold the dirt or germs, which means it is sanitary.

Meakins' Sanitary Washboards are built upon scientific principles. They are made in one piece, will not rust or corrode, have no nails to come loose or rough edges of zinc to cut hands.

Meakins' Sanitary Washboards command a steady sale, which will pay you well to stock.

*Ask us for Particulars
and Prices*

Meakins & Sons
Hamilton, Ont.

"AMPHIBIA"

WATERPROOF

LEATHER BELTING

will increase your profits.

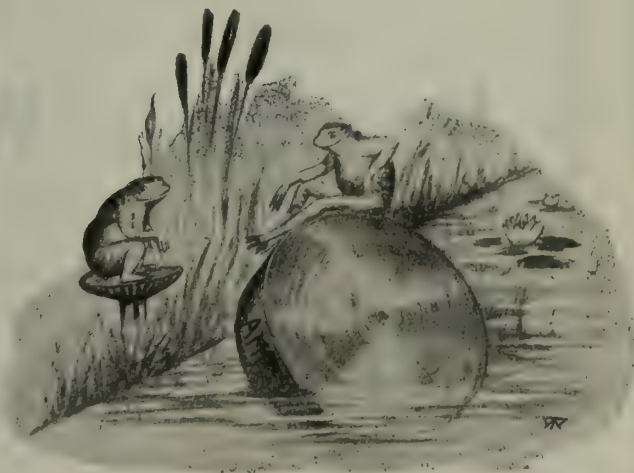
It is a belting that every dealer can absolutely rely upon to give the highest possible satisfaction to the buyer.

"AMPHIBIA" is guaranteed not to come apart or deteriorate when used out-of-doors or other places where moisture exists—places such as Saw Mills, Pulp Mills, Woolen Mills, Laundries, Tanneries, Breweries, etc.

Start a successful New Year by stocking "AMPHIBIA" at once.

Write for catalog and prices.

There is an "AMPHIBIA" belting for every purpose.



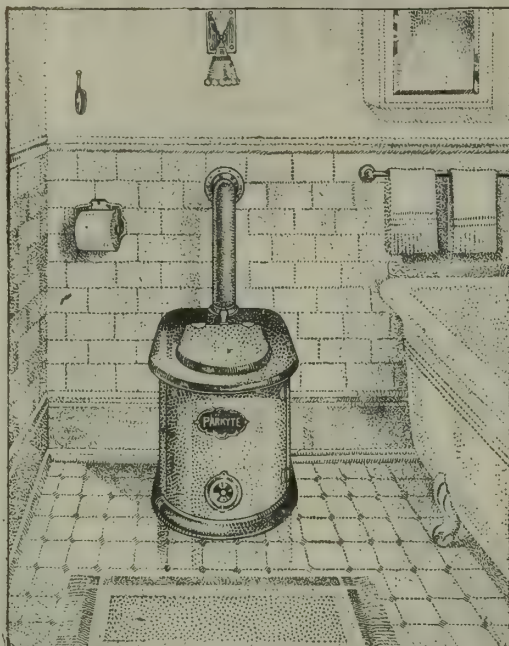
Sadler & Haworth

ESTABLISHED 1876

MONTREAL, 511 William St. TORONTO, 27 Melinda St.
ST. JOHN, N.B., 89 Prince William St.
WINNIPEG, 244 Princess St.
VANCOUVER, B.C., 217 Columbia Ave.

The New Leaders for the Up-to-date Dealer

The "PARKYTE" Sanitary Chemical Closet



A Most Modern Necessity for the Modern Home.
No water; no plumbing; no sewage;—perfectly Sanitary and Odorless.

Over 25,000 installed throughout Canada in the last eighteen months.

"Parkyte" Kilgerm, "Parkyte" Karbol, and "Parkyte" Chemical, proved by tests made by world-famous Bacteriologists, to be the most powerful and perfect germicides and disinfectants known to science.

"Parkyte" Liquid Soap and "Parkyte" Soap Fixtures, the Modern Economic and Sanitary Method of keeping clean.

If you are not already among the satisfied "Parkyte" dealers you ought to be.

SEND FOR CATALOG

PARKER-WHYTE LIMITED, Manufacturers

WINNIPEG

TORONTO

EDMONTON

VANCOUVER

A TIMELY REMINDER

may be given to your customer that uniformity in the mesh of wire cloth depends on the quality of the metal and the skill shown in drawing and weaving. And in these respects

Greening's Woven Wire Cloth

LEADS ALL OTHERS

It is made from special high-grade steel rods, drawn in our own mills, and "double crimped," the process which insures the greatest strength and uniformity of mesh.

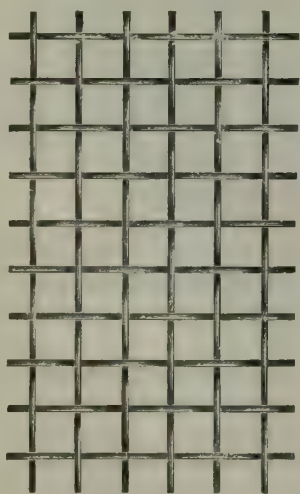
Made in a very large variety of sizes and weights.

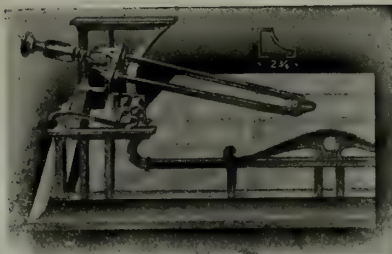
Ask your jobber for Greening's.

The B. Greening Wire Company,

Limited

HAMILTON and MONTREAL





CHARLES LINDSAY,

Rumford Works, 33 Great Hamilton Street
GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper
Kerbs, Fire Irons, Coal Vases, Interior Grates,
Etc., Etc. **WRITE FOR CATALOG.**

Canadian Representative—H. L. SOPER.
Post Office Box 1975 - WINNIPEG

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for
hurried machine repairs.

All machine shops and railway
shops should have it.

Bridge builders, track layers,
and structural metal workers
have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

PUMPS

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

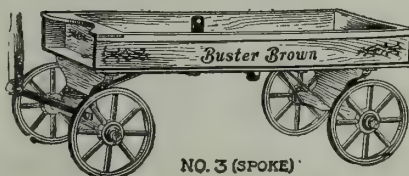
The word "MYERS" assures
QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Attention!

Here's the line of splendid sellers



Are you handling the Buster Brown Children's Express Wagons?

They are beautifully made, painted,
strong and easy-running. Handy
around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

Steel Sheets for Deep Stamp- ing and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A.
Sheets, also Galvanized Canada
Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

"DELTA"



Victors in Every Test

They are made from the
highest grade Crucible
Cast Steel by experienced
file makers.

They have the deepest
tooth ever put on a file,
which means longer life
and greater efficiency, as
well as greater economy,
to the user.

Every file is tested by
experts before leaving our
works and guaranteed
against imperfections.

Put it to the test--your
file sales will increase.

**Write us for prices
and circulars.**



DELTA File Works

PHILADELPHIA, Pa., U.S.A.
Chicago Office: 108 W. Lake St.

Canadian Selling Agents:

H. S. Howland, Sons & Co., Toronto
Stark-Seybold, - - - Montreal
Wm. Stairs, Son & Morrow, Halifax

We wish all
our cus-
tomers a joyful
Christmas and
Increased
Prosperity in
1912.

THE
Stratford Mfg. Co.,
LIMITED
STRATFORD, - ONT.

NOTICE THE TEETH OF NICHOLSON - MADE FILES

They are all uniform height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade

according to the purpose for which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.

These are the favorite Nicholson-Made lines in Canada



"American"

"Arcade"

"Great Western"

"Globe"

"Eagle"

"McClellan"

"Kearney & Foot"

"J. B. Smith"

These are the lines that you can stake your reputation upon. Ask your jobber about it.

Nicholson File Co.

(Dominion Works)

Port Hope, Ontario

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The
R. McDougall Co., LIMITED
GALT, CANADA



BANNER GOLD BLAST LANTERNS



Notice to Dealers

Every purchaser of a BANNER Cold Blast LANTERN can obtain a complimentary CALENDAR by filling in and mailing the coupon found in the LANTERN.

The Ontario Lantern and Lamp Co., Limited

Head Office and Factory, - - - HAMILTON, ONT.

Branches:—MONTREAL, WINNIPEG,

SWELL
WELD

McKinnon Electric-Welded Chain

SWELL
WELD

Our Halter Chain can now be secured in an electro-galvanized rust-proof finish.



Send for samples and prices, which will prove attractive and very profitable.

The Name "McKinnon" Guarantees "Quality Perfect" Chain

MADE ONLY BY

SWELL
WELD

Office:
BUFFALO, N.Y.

McKinnon Chain Co.

Factory:
ST. CATHARINES, ONT.

SWELL
WELD

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to 250.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.

Galvanized and Black Sheets, all grades.

Tinplates

Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

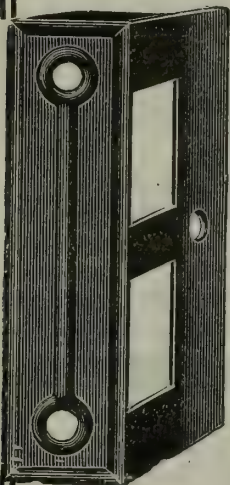
Corner King Street and Spadina Avenue

Toronto

"National" Steel Rim LOCK

STRONGEST AND BEST

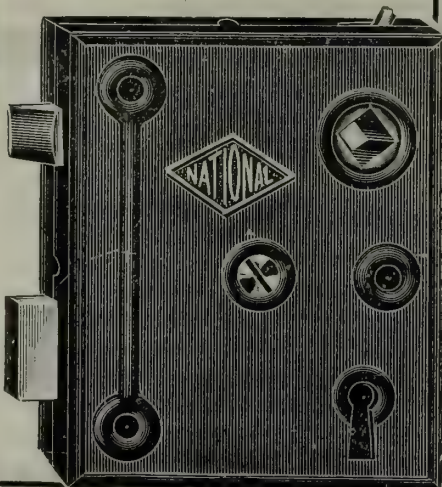
Made of the highest quality steel, the "National" is the most durable rim lock made and is the lock which perfectly satisfies modern requirements.



*Write us for
particulars and
prices.*

**NATIONAL
HARDWARE
CO., Limited**

ORILLIA, ONT.
CANADA



"Where Quality Counts"

Our Up-to-date Restaurant Urns

The quality and attractiveness of our URNS have put them in the foremost places in the finest Restaurants and Hotels in the country.

They are guaranteed to be satisfactory and bring the best results.

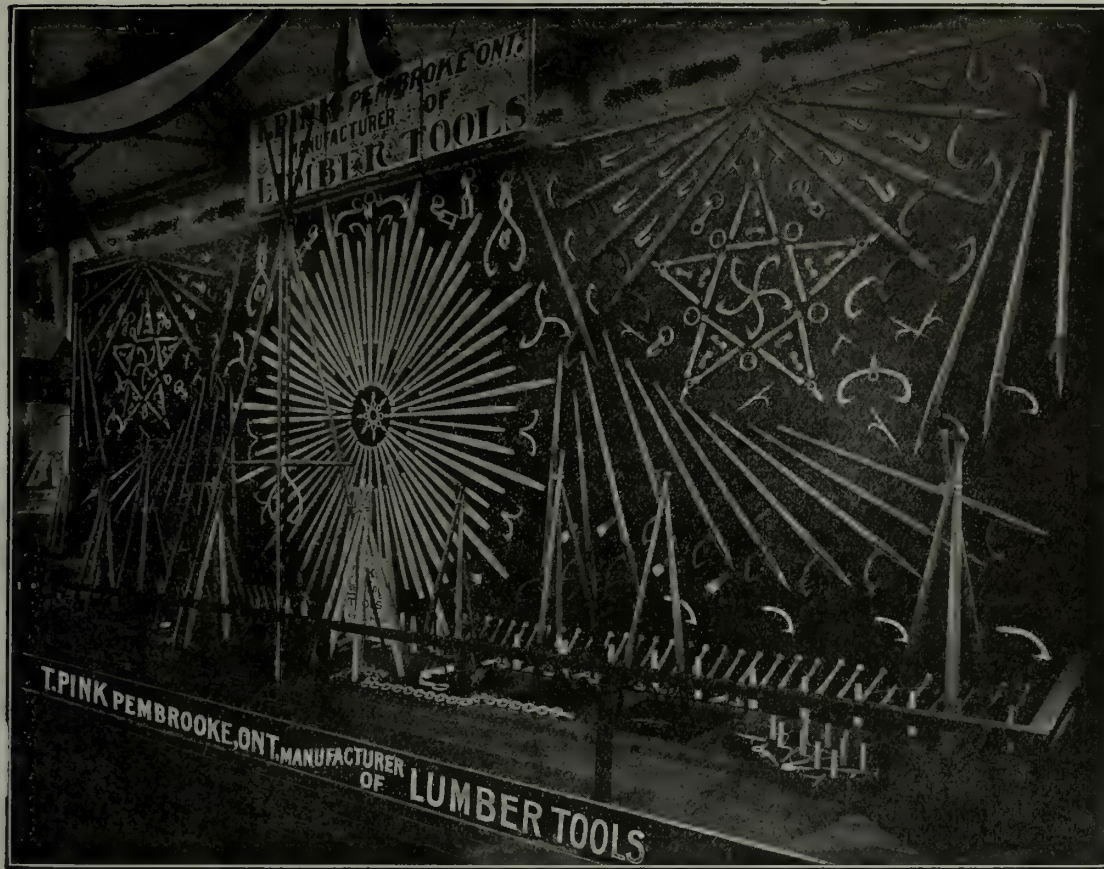
Our URNS are not expensive—you will have a quick seller and a reasonable profit.

Write for our proposition.

**THE
BUFFALO MFG.
COMPANY**
Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co.,
28 Toronto St., Toronto





Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

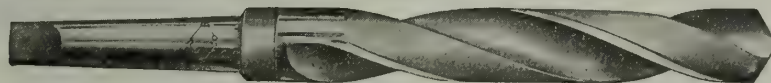
We manufacture all
kinds of lumber
tools.

Light and Durable
Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Your Drills Are Just As Important As The Most Expensive Part Of Your Plant



You cannot afford to slight the importance of your drills. It will pay you to study their efficiency with the view of making them do their part in the reduction of factory costs.

That "W & B" Diamond Drills will reduce cost and increase output is a fact which has been settled by comparative tests, conducted by satisfied customers. These tests have shown "W & B" Diamond Drills to be superior to all others.

To verify this you need only hold a watch on "W & B" Diamond Drills. We urge you to make this test for yourself.



Tools of Quality bear these marks



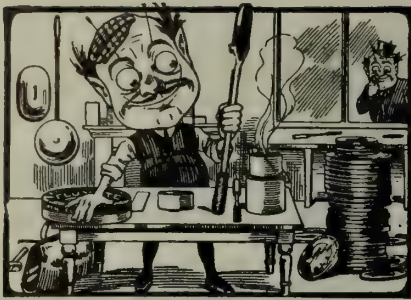
Tools bearing the "W & B" Diamond Trade Marks offer an insurance against inferior quality. The "W & B" Diamonds are a guarantee of quality. Be sure your dealer gives you Drills with these marks. Jobbers in all large cities will supply, or write us. *Ask for Catalogue 74 C.*

The Whitman & Barnes Manufacturing Company

ESTABLISHED 1854

ST. CATHARINES, ONTARIO

Stocks carried at Winnipeg and Montreal



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL
MAN USES

FLUXITE

The Paste Flux That

**SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING**

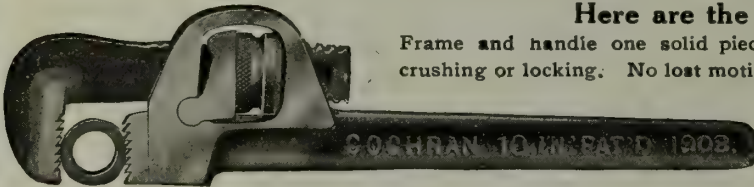
It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey
LONDON, S.E., ENG.

The prize dog at a bench show wins on points;
and points would give the COCHRAN first prize at a wrench show.



Here are the points. You be the judge.

Frame and handle one solid piece. Indestructible rocker in place of frame pin. No crushing or locking. No lost motion. Perfect grip and release. Proof against all side-pull injury. Drop forged jaws of highest grade tool steel adaptable to wrench manufacture

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa

WHEEL BARROWS

for Every Purpose

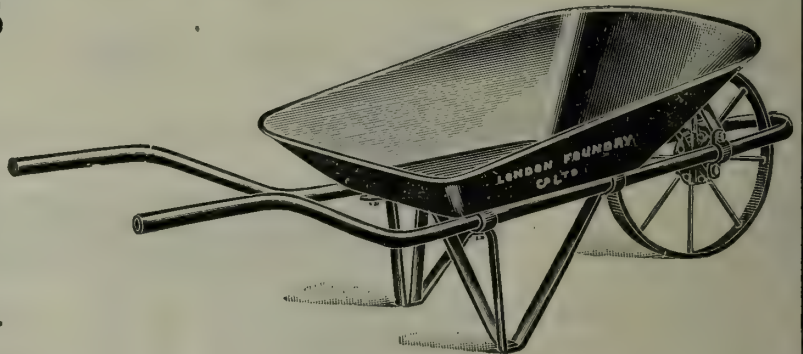
We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.

London - Canada

Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent



SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

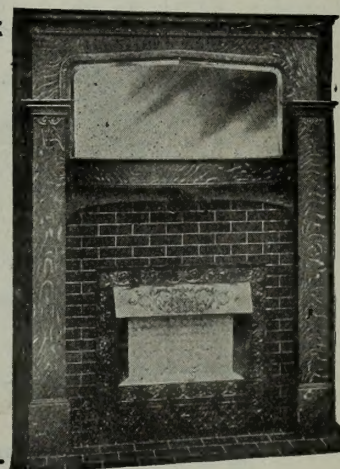
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



When "CANADA" Cement is Specified

the builder is assured of uniform strength, fineness, color and setting qualities. Rigid tests, under the supervision of our general superintendent and general chemist, maintain this high standard of quality.

Each barrel is guaranteed to weigh full 350 pounds (gross) the maximum cement barrel weight.

Mills in all parts of Canada enable us to make prompt delivery.

Being in competition with, and controlled by the market for such materials as steel, wood, clay products and natural stone, the price of cement is governed by conditions. At present these permit of a high grade material at a very reasonable price.

Specify "Canada" Cement for buildings, bridges and concrete blocks, and be sure of satisfaction.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators

They have been tried all over Canada, and have never failed to give complete satisfaction.

St. John, N. B., February 8th, 1909
J. W. Harris Mfg. Co., Ltd.,
Montreal

Gentlemen:

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

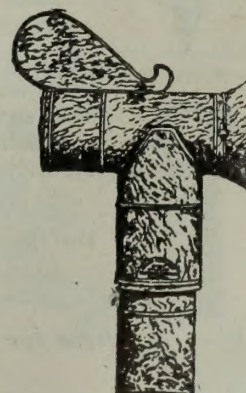
Yours truly,
J. E. Wilson, Limited

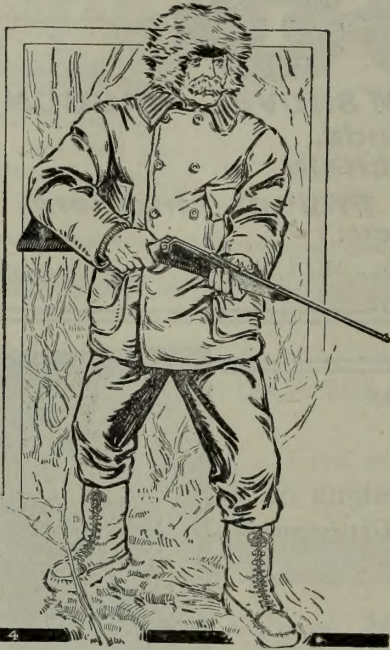
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The J. W. Harris Mfg. Co., Ltd.

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Don't be afraid to show the Ross "High Velocity" which retails at \$75.00.

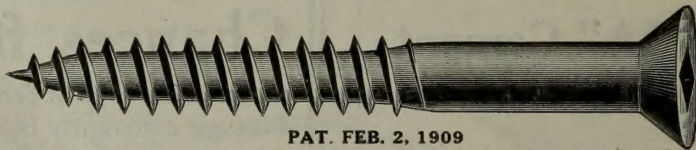
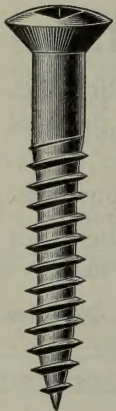
You may not appreciate the fact that there are a great many people in Canada who want the best and who are willing to pay for it.

The Ross "High Velocity" is the aristocrat of Sporting Rifles and is in the lead for power, mechanical perfection and style.

Discounts on application.

Ross Rifle Company

Quebec, Que.



PAT. FEB. 2, 1909

ROBERTSON

SOCKET HEAD

WOOD SCREWS

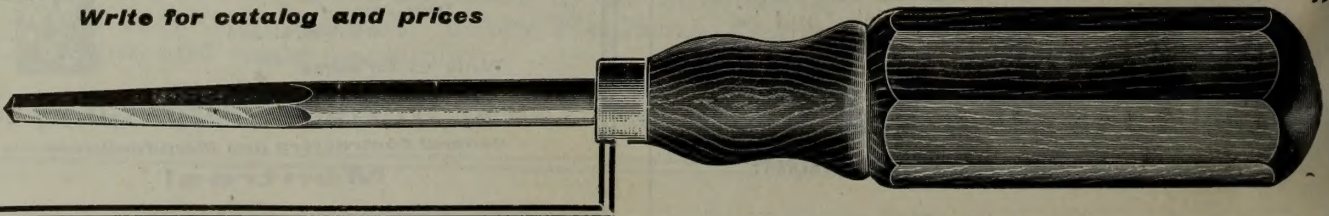
have a new and very important feature in the square hole. It is a feature that wood workers are quick to notice, as it not only preserves the screw, but also saves much of their valuable time, as it does away with all possibility of the screwdriver slipping. It is certain to create a large demand in your vicinity after once introduced.

We also manufacture Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire and other high grade products.

The P. L. Robertson Manufacturing Co., Ltd.

TORONTO WAREHOUSE 19 Jarvis Street - - F. J. Schuch, Agent

Write for catalog and prices



"Black Diamond" Tarred Felt

"Joliette" & "Cyclone" 2 & 3-ply
Sheathing Ready Roofing



Our above-mentioned products are guaranteed to withstand all kinds of climates, being made of the finest materials obtainable. They can be easily laid by any workman and are very profitable to handle.

We also make all kinds of Wrapping Papers



A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

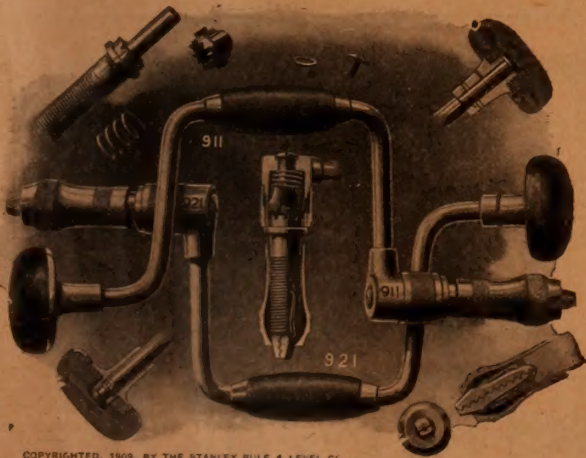
Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO



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Send for Catalogue containing complete description.

Stanley Concealed Ratchet Bit Braces

Note Particularly.—The Cam Ring which governs the ratchet is in line with the Bit—a great advantage in working.

The Ratchet mechanism is completely protected, so that it is always free from dirt, grit and moisture, and retains oil for a long time.

In the clutch mechanism, five teeth are in engagement when working as a Ratchet, as against one tooth in other forms of Ratchet Braces.

They are highly nicked and have Cocobolo Ball-bearing Heads and Cocobolo handles.

These Braces, together with many other varieties of Ratchet and Sleeve Braces, are now being made at our CANADIAN WORKS.



Stanley
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NEW BRITAIN, CONN. U.S.A.



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MUST BE ACCURATE

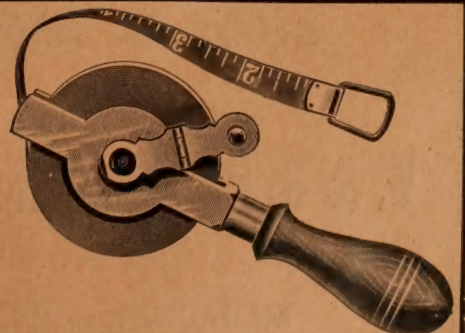
To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

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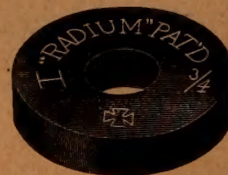
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For long and satisfactory service,
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10 TIMES MORE EFFICIENT THAN EMERY

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